

Baker to offer teachers 16% over two years

By Nicholas Wood, Political Reporter

Mr Kenneth Baker, Secretary of State for Education and Science, is today expected to offer teachers an average 16 per cent pay rise spread over two years on condition that they accept a legally binding definition of their duties and a new salary structure incorporating merit payments.

The new package, which breaks with the outline Coventry agreement between the unions and the local authority employers in its emphasis on hardening attitudes among the unions, Mr Baker, in his statement to the House today, will make only passing reference to the real but veiled threat of new laws in the next session of Parliament.

However, whether by voluntary agreement or compulsion, ministers are determined to have a contract that specifies teachers' duties inside and outside the classroom. It will commit them to stand in for absent colleagues, attend parent and staff meetings, accept assessment of job performance, lesson preparation and marking homework, and pull their weight in supervising after-school activities such as school teams, clubs and societies.

Mr Malcolm Rifkind, Secretary of State for Scotland, is also expected to announce a similar settlement for teachers north of the border. Yesterday, the two ministers, backed by Mrs Margaret Thatcher, succeeded in overturning Treasury opposition to a deal that will add about £3 billion to the pay bill for Britain's 500,000 teachers in the next four years.

Baker attack

Caretaker dispute 2

statement to the House today, will make only passing reference to the real but veiled threat of new laws in the next session of Parliament.

However, whether by voluntary agreement or compulsion, ministers are determined to have a contract that specifies teachers' duties inside and outside the classroom. It will commit them to stand in for absent colleagues, attend parent and staff meetings, accept assessment of job performance, lesson preparation and marking homework, and pull their weight in supervising after-school activities such as school teams, clubs and societies.

Mr Malcolm Rifkind, Secretary of State for Scotland, is also expected to announce a similar settlement for teachers north of the border. Yesterday, the two ministers, backed by Mrs Margaret Thatcher, succeeded in overturning Treasury opposition to a deal that will add about £3 billion to the pay bill for Britain's 500,000 teachers in the next four years.

for from the Treasury's contingency reserve, with local authorities also picking up part of the bill, is likely to be paid in instalments, with 8 per cent from January and another 8 per cent a year later.

Mr Baker's proposals are closely modelled on those of the Main Committee covering Scottish teachers, which recommended rises of 16.4 per cent over 18 months. Mr Rifkind lost his battle to preserve the phrasing of this award.

Main envisaged a salary ceiling of £12,900 a year for most teachers with their more senior colleagues able to look forward to earnings of up to £17,500, depending on age, experience and ability. The ceiling for heads of the biggest schools would be £28,500.

The same kind of figures are likely to apply to the 400,000 teachers in England and Wales under the Baker package. The Coventry deal, now repudiated by the Secretary of State, set out a ceiling of £14,500 for most teachers with a smaller gap between them and the high fliers.

Important questions still remain over the future of the discredited Barnham negotiating machinery, and who should exercise management responsibility for school staff. Governors, given greater powers under the new Education Bill that becomes law next year, may eventually be given a greater role in hiring and firing staff, and determining salaries.



Prince launches new youth scheme

The Prince of Wales playing football at the Manchester Business School yesterday where he announced the launch of a new youth enterprise scheme to provide the country with badly needed resources. The Prince's Youth Business Trust will offer seedcorn finance.

Criticism denied, page 3 Prince's idea, page 24

Westland 'disaster' for Tories

By Robin Oakley, Political Editor

Mr Leon Brittan, the former Trade Secretary who resigned from the Government over his part in the Westland affair, yesterday admitted that the breakdown of Cabinet collective responsibility had been a "disaster" for the Government and strongly attacked his former colleague, Mr Michael Heseltine, the then Defence Secretary.

The Government had been "thwarted at every turn by one of its own members", he said during the Commons debate on the Defence Select Committee's report on Westland.

In a renewed assault on the Prime Minister's conduct during the affair, the Opposition once more demanded Mrs Thatcher's resignation.

Leading the attack, Mr Denis Davies, Labour's defence spokesman, said that the leaking of the letter from the Solicitor General criticising Mrs Thatcher had been an unconstitutional act. By expressing her desire that the contents of the letter should be put into the public domain, Mrs Thatcher had been responsible for willing the means adopted by her civil servants.

To Labour cheers, he said that if the civil servants who leaked the letter had not been acting on her orders then they should be punished. If they were then she should be punished. Parliament, page 4 Frank Johnson, page 22

Argentina accused Falklands fishing zone set by Howe

By Martin Fletcher, Political Reporter

Sir Geoffrey Howe, the Foreign Secretary, last night accused Argentina of aggression and obstruction, and announced the unilateral imposition of a strict 150-mile fishing zone around the Falklands.

In a move that will clearly worsen Anglo-Argentine relations, he told the Commons that while the Conservation and Management Zone was designed to stop serious overfishing by a number of countries, it had been caused mainly by Argentina.

The zone will be policed by two fisheries protection vessels and a surveillance aircraft, but Sir Geoffrey stressed that "the resources of the garrison remain available to deter Argentine aggression and maintain the integrity of the protection zone".

The extent of the zone has been carefully set so that it does not intrude into waters that Argentina can claim fall within its 200-mile limit. But Sir Geoffrey also emphasised the entitlement of the Falklands, under international law, to its own 200-mile limit.

Mr Denis Healey, the shadow foreign secretary, claimed Sir Geoffrey's statement had emboldened the Government "still deeper in the quagmire of the Falklands commitment".

US report urges huge campaign against Aids

From Moksin Ali, Washington

The American government should start a billion-dollar research and information campaign on Aids to prevent a national catastrophe, according to a major study released here yesterday.

The 375-page report, by a panel of American experts, was sponsored by the National Academy of Sciences (NAS) and the Institute of Medicine. It is said to be the most comprehensive study of the Aids crisis to date.

The report says a co-ordinated programme against Aids would cost \$2 billion (£1.37 billion) annually by the end of the decade.

It says that Aids threatened to kill 50,000 Americans a year by 1991 and would affect an increasing number of heterosexuals and children. "Sex education in the schools is no longer only advice about reproductive choice," the panel said, "but has now become advice about a life or death matter."

Aids required "perhaps the most wide-ranging and intensive efforts ever made against an infectious disease". Leading article, page 19

New security measures for Cyprus base

By Michael Evans, Whitehall Correspondent

Three new security measures for the secret communications base in Cyprus were being urgently examined yesterday by the Ministry of Defence.

This follows the Prime Minister giving her full backing to the recommendations of the Security Commission after a major investigation. The inquiry into allegations of serious security breaches within 9 Signal Regiment, based just outside Ayios Nikolaos in Cyprus, was ordered by Mrs Thatcher following the charging of eight servicemen two years ago under the Official Secrets Act.

The five RAF men and two soldiers of 9 Signal Regiment, were eventually acquitted on all the charges which involved the alleged passing of secrets to the Russian agents. The trial at the Central Criminal Court lasted for 107 days in closed session last October.

The Security Commission, which admitted in its report published yesterday that the acquittals had placed them in a difficult situation, continued with the inquiry because a team led by the Security Service MI5 had already identified possible matters of concern in Cyprus. The trial at the Central Criminal Court lasted for 107 days in closed session last October.

The Security Commission, which admitted in its report published yesterday that the acquittals had placed them in a difficult situation, continued with the inquiry because a team led by the Security Service MI5 had already identified possible matters of concern in Cyprus. The trial at the Central Criminal Court lasted for 107 days in closed session last October.

The Ministry of Defence also said that in the past when random checks had been introduced at sensitive posts, it had involved a considerable increase in staff and was very expensive. The ministry added there could be problems with the recommendation to pass on personal details about individual servicemen when they were posted.

The Security Commission report revealed that a special unit, called the Immediate Security Action Team (ISAT), had been set up since the Cyprus spy allegations. Continued on page 22, col 5

Hurd calls urgent Bamber inquiry

By Michael Horsnell

Mr Douglas Hurd, the Home Secretary, yesterday ordered an urgent report from the Chief Constable of Essex on the Jeremy Bamber murder investigation amid growing concern over police handling of the case.

As MPs called for an independent inquiry Mr Hurd said that after receiving the report he will consult Sir Lawrence Byford, Her Majesty's Chief Inspector of Constabulary, on what action he should take.

It was Sir Lawrence who conducted the official inquiry into the police handling of the "Yorkshire Ripper" case in 1981. The Home Secretary is expected to make a statement to Parliament after discussing the case with Sir Lawrence.

Mr Robert Bunyard, Chief Constable of Essex police since 1978, welcomed Mr Hurd's call for a report, which is expected within days, but praised his investigating officers and blamed the press for creating "false impressions" over the police handling of the inquiry.

Bamber, aged 25, received five life sentences on Tuesday for murdering his adoptive parents, June and Neville Bamber, both aged 61, his step-sister Sheila Caffell, aged 27, and her twin sons Nicholas and Daniel, aged six, at White House Farm, the family home in Tolleshunt D'Arcy, Essex in August last year, 50 he could

Green Shield millionaire brings back stamps

By Derek Harris, Industrial Editor

Green Shield stamps, a high street phenomenon for 25 years through the Sixties and Seventies, are on the way back, on offer from the man who originated them.

Mr Richard Tompkins, now aged 68 and a multi-millionaire, is putting not far short of £10 million from his private resources into a February re-launch to support his belief that the time has come around again for the trading stamp.

"A return to low annual inflation has changed the climate completely," he said, and blamed the years of high inflation, especially in the latter half of the Seventies, for the demise of the Green stamp.

Stamp Company has printed a redesigned stamp, gold as well as green, and is looking to petrol outlets and grocers as its main targets. It proposes 25 redemption centres where filled books, worth £6 compared with the old 75p, can be exchanged, an option being a mail order service. Shoppers will get one stamp for every 25p spent, but the amounts will vary at petrol stations. But with nobody yet signed up to hand out stamps the first reactions to their re-emergence was at best restrained. Shell UK said: "We do not dismiss anything out of hand but we are very satisfied with our own promotions." It added: "The trouble is that the stamps business last time got completely out of hand." Tesco Stores, which deserted Green Shield stamps in 1977 for price cuts in its Operation Checkout campaign, said: "We have no plans to re-introduce stamps." The end of the long-held stamp-collecting habit coincided with a bout of serious ill-health for Mr Tompkins, who sold all his businesses except Green Shield. He said: "I rested for about three years, did five years work for charities and have now been checked out as 100 per cent." He defended his stamps stoutly against the charge that it means retailers have to put up the prices to pay for them. It was, however, a common belief in the petrol trade last time that when the stamp tradegy was at its height, with quadruple stamps and more on offer, petrol prices were often raised by individual garages. The great beneficiaries were drivers who put their petrol costs on the company bill and kept the "perk" of the stamps.

Tomorrow

House and Hounds



Libby Purves on why an Englishman's castle is not his home without an English dog

Law finals Full results of the 1986 Law Society summer final examinations

Portfolio

● The £4,000 prize in the Times Portfolio Gold competition was shared yesterday by five readers - details, page 3. ● Portfolio list, page 27; how to play, information service, page 22.

On This Day

In 1929, "Black Tuesday" was the worst day of a bad week on the New York Stock Exchange. Page 19

TIMES BUSINESS

Trust retreats Hanson Trust has climbed down over its plans to split the Courage pension funds and to take control of an estimated £80 million pension surplus. Page 23

Goodyear buys Goodyear Tyre & Rubber refused to comment on reports that a takeover bid by Sir James Goldsmith was imminent. Page 23

TIMES SPORT

Garner accuses Joel Garner, the Somerset cricketer, severely criticized the country's captain, Peter Roebuck, and the club, alleging mismanagement and bad captaincy. Page 46

Inside look

In a further extract from his new book, the former Minister for Sport, Mr Neil Macfarlane, reveals the intrigue behind the Glencles Declaration on sporting links with South Africa. Page 41

Table with 3 columns: Home News, Overseas, Arts, etc. and 3 columns: Law Report, Leaders, Letters, etc.

★ ★ ★ ★ ★

Labour's divided left loses in poll

By Philip Webster, Chief Political Correspondent

The influence of the Labour left was weakened further yesterday as two prominent parliamentary figures, including Mr Robin Cook, Mr Neil Kinnock's chief campaign strategist, were voted out of the party's Shadow Cabinet.

The two main left groups, Tribune and Campaign, were angrily blaming each other after elections which saw the centre-right consolidate its hold but left Mr Kinnock satisfied with his authority entrenched.

The left's poor showing resulted from the failure of the two groups to agree a joint slate because of the Campaign Group's insistence that MPs should have votes recorded. Out went Mr Cook, a severe reverse after his fifth place last year and Mr Robert Hughes, the transport spokesman. In came Dr David Clark, increasing the representation of the centre-right among the 15 elected places from nine to 10, and Mr Bryan Gould, of the soft left, who won votes from all wings because of his widely respected ability as spokesman on trade and industry.

Mr John Prescott and Mr Michael Meacher suffered serious drops in support, with Mr Meacher, health and social security spokesman, falling to fifteenth place. Mr Tony Benn secured only 50 votes. Mr Meacher lost out because of differences with Mr Roy Hattersley, Labour's shadow chancellor, over the costing of programmes. Mr

Hand grenade caused Thai jet blast

From David Watts, Tokyo

A hand grenade smuggled on board caused the explosion on the Thai International Airbus A300 which made an emergency landing at Osaka last weekend, police said yesterday.

They suspect the grenade was taken on to the aircraft by a Japanese gangster, probably during its stop in Manila on the flight from Bangkok. Officials of the manufacturers, Airbus Industrie, were at Osaka airport yesterday when police examined more than 40 tiny holes and scratches in the aircraft's skin, which are believed to have been caused by the explosion of an American-made M26A2 grenade or something similar.

Metal fragments and powder which the police picked up from the aircraft's fuselage are incompatible with metal used in the airliner. A man who was found injured in the toilet after the explosion is being questioned by Osaka police. He was rescued after being caught, head-first in the hole made in the floor of the aircraft's toilet compartment.

The Philippines is a favourite source of weapons and explosives for Japanese gangsters. Since January this year Osaka police have uncovered 52 cases of smuggling guns and hemp through Osaka airport. The injured man was drunk when taken off the aircraft and the suspicion is that whoever caused the explosion may have gone to the toilet to hide the grenade on his person before arrival in Osaka.

of which the last issues were in 1983. He added: "People quite simply got fed up with the whole thing. Savings stamps became a bore. Inflation killed Cock Robin and nearly me too." The Green Shield Trading

Stamp Company has printed a redesigned stamp, gold as well as green, and is looking to petrol outlets and grocers as its main targets. It proposes 25 redemption centres where filled books, worth £6 compared with the old 75p, can be exchanged, an option being a mail order service. Shoppers will get one stamp for every 25p spent, but the amounts will vary at petrol stations. But with nobody yet signed up to hand out stamps the first reactions to their re-emergence was at best restrained. Shell UK said: "We do not dismiss anything out of hand but we are very satisfied with our own promotions." It added: "The trouble is that the stamps business last time got completely out of hand." Tesco Stores, which deserted Green Shield stamps in 1977 for price cuts in its Operation Checkout campaign, said: "We have no plans to re-introduce stamps." The end of the long-held stamp-collecting habit coincided with a bout of serious ill-health for Mr Tompkins, who sold all his businesses except Green Shield. He said: "I rested for about three years, did five years work for charities and have now been checked out as 100 per cent." He defended his stamps stoutly against the charge that it means retailers have to put up the prices to pay for them. It was, however, a common belief in the petrol trade last time that when the stamp tradegy was at its height, with quadruple stamps and more on offer, petrol prices were often raised by individual garages. The great beneficiaries were drivers who put their petrol costs on the company bill and kept the "perk" of the stamps.



Green Shield stamps and Mr Tompkins, their originator.

Advertisement for United Cutlery of Sheffield, featuring various cutlery items and contact information.

NEWS SUMMARY

Ivory tower gibe angers LSE chief

The Director of the London School of Economics, Mr Indraprastha Gokhale, has taken the Secretary of State for Education and Science to task for his accusations last week that academics are living in ivory towers (Our Education Reporter writes).

Video is censored

The British Board of Film Censors has for the first time watched and censored a computer game, *Drezula*, a horror game from the software publishers, CRL, has been issued displaying a 15 certificate - warning the public that it is unsuitable for children.

Immigration attack

The immigration system was out of control and accountable only to itself, according to the annual report of the Joint Council for the Welfare of Immigrants, released yesterday.

Vanished Alice

The curious tale of a vanishing schoolgirl actress has stumped the BBC. It is hunting Anne-Marie Mallik, who starred in a production of *Alice in Wonderland* when she was 14.



Deadly isle cleansed

A small Scottish island which was infected with a deadly farm disease during germ warfare experiments in 1942 could soon be safe.

YTS accused of failing to help jobless

The Government's Youth Training Scheme has failed to improve job prospects for young people, the youth employment organization, Youthaid, claims today.

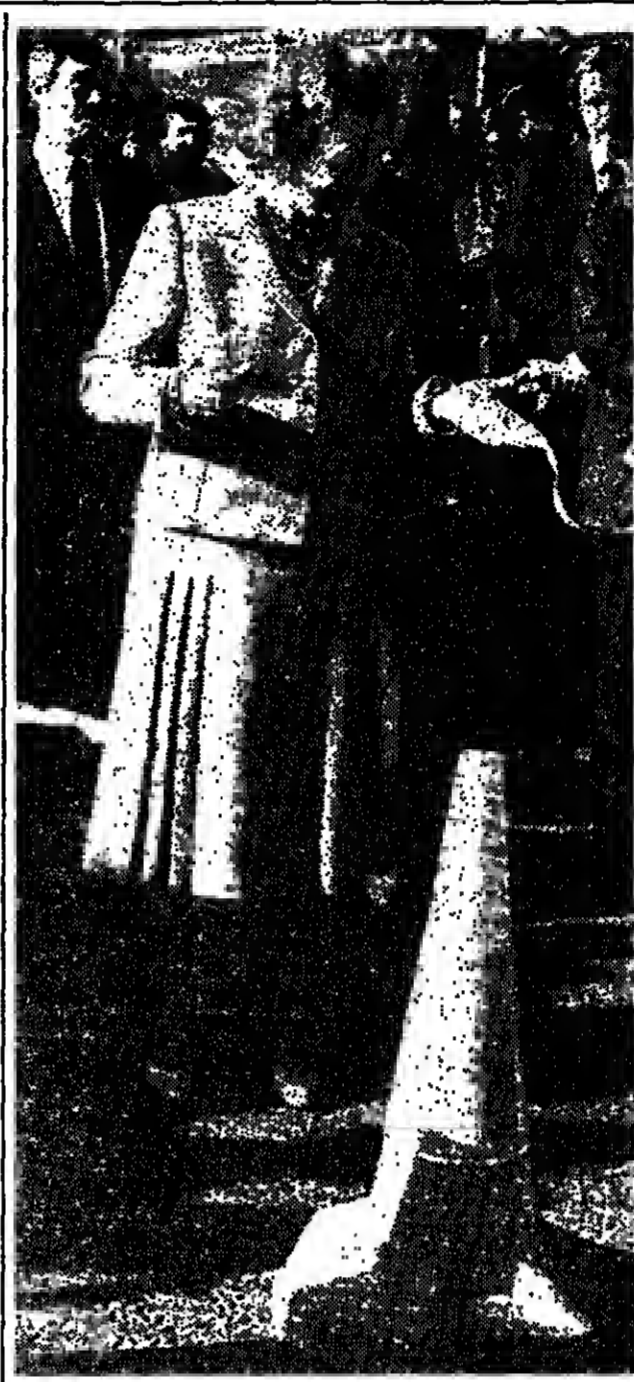
Research due to be published next month shows that nearly three quarters of those on YTS in September 1984 were in a full-time job 18 months later.

Charter to protect consumers criticized

A consumer charter which will end the sort of struggle for compensation endured by the parents of thalidomide children is to be introduced next month.

Libya sends weapons and £1m to IRA

Security forces in Northern Ireland suspect that Libya provided more than £1 million for the political and military operations of the Provisional IRA last year and also supplied much-needed weapons.



Mrs Thatcher cutting a ribbon to open the last section (Photograph: Tim Bishop)

Thatcher doubts on missile proposals

By Michael Evans, Whitehall Correspondent

Mr Max Kampelman, the chief US arms negotiator, will confirm to the British Government today that President Reagan's proposal to eliminate ballistic nuclear missiles within 10 years is now part of the official American package at the talks in Geneva.

Individual offers for printers

By Tim Jones, News International is considering offering compensation on an individual basis to all of its 5,500 former employees who went on strike and were then dismissed.

Thatcher opens last M25 link

By Rodney Cowton, Transport Correspondent

The Prime Minister yesterday opened the final section of the M25 and attacked those who had criticized the "magnificent British achievement".

Knowsley North by-election Militant accused of misconduct

By Richard Evans, Political Correspondent

The Labour Party last night officially accused the Militant Tendency of corruption and law-breaking in the Knowsley North by-election.

Conservative voters shift to the left

By Peter Evans, Home Affairs Correspondent

The Conservative Party has lost some of its most loyal support in a clear and continuous shift to the left since the last general election, according to a survey by the Conservative Party and Community Planning Research, a leading independent institute.

Conservative supporters have a more restrictive attitude to sexual liberty than those of the other two parties, according to the report.

The survey measures a significant trend to the left among all respondents on welfare and defence. Those saying Britain should keep nuclear weapons fell from 77 per cent in 1983 to 68 per cent in 1985.

There has been an increase since 1983 in the proportion preferring an increase in taxes rather than cuts in spending on health, education or social benefits.

Concern about countryside future

A high level of concern about the fate of the countryside is shown among people questioned for the report.

Nearly half the sample thinks the countryside has changed a lot in the past 20 years, just under a quarter thinks there has been some change and about one-fifth thinks it much the same.

Changes are for the better. Since 1983, there has been a slight diminution of concern about the threat posed to the environment by pollution.

More than three-quarters of the sample favours capital punishment for murders connected with terrorism, 71 per cent for murders of policemen and two-thirds for other murders.

Teacher in race row removed from school

Mr Jonathan Savery, the Bristol teacher at the centre of racism allegations earlier this year, has been removed from his post at Merrywood Boys School.

Correction

In yesterday's report concerning the former Ruskin College lecturer, Mr David Selbourne, it was stated that the Association of University Teachers would be urged to assist him with the proviso that he withdraw his resignation. This was intended as a reference to his decision to leave the college, not the association. Mr Selbourne has not resigned from his lecturing post at Ruskin.

Handwritten signature or mark at the bottom of the page.

Builders tell Prince they are not to blame for inner city decay

By Christopher Warman, Property Correspondent

Britain's housebuilders issued a firm denial yesterday to the Prince of Wales' criticism that they were concentrating on building on greenfield sites and leaving the inner cities to decay.

Private finance to help with low-rent homes

By Our Property Correspondent

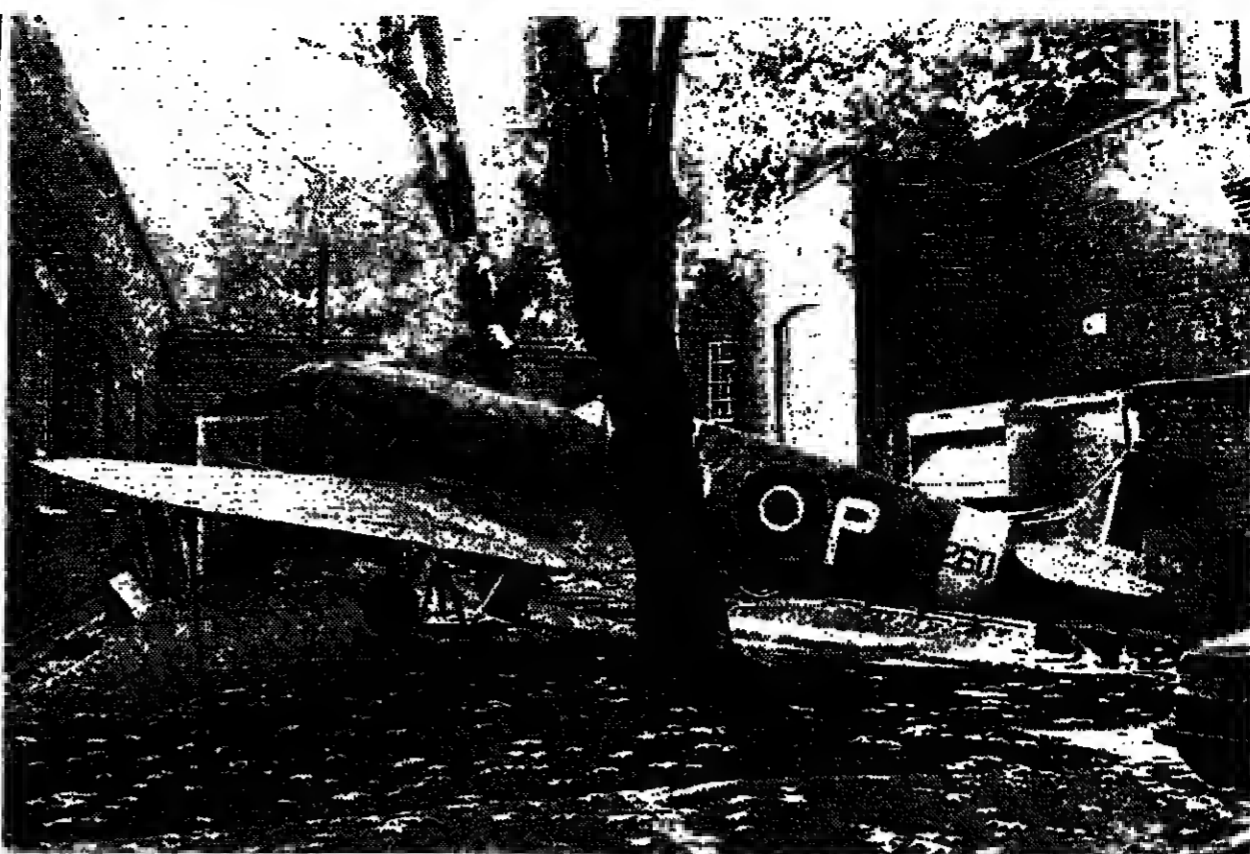
The Government yesterday announced a new housing finance scheme which will help homeless people and those moving to find jobs.

regeneration; has been calling for greater investment in inner cities for the past five years and says that obstacles exist which make the participation of private housebuilders difficult in many ways.

At the same time, Mr Humber said that housebuilders did not apologise for building on greenfield sites, which was in response to demand and reflected changes in the population as well as being in part the result of planning policies to relieve pressure on cities.

derelict inner city areas. It is expected to report next spring.

There was also the big problem of affordability—the cost of land and building meant that those on low incomes could not afford to pay the open market price of housing.



A 1942 Vickers Supermarine Spitfire Mk IX, which is among historic aircraft to be auctioned by Christie's in London tomorrow, finds a temporary home among the cars in parking space behind the auctioneers in Old Brompton Road, South Kensington. The aircraft, which needs restoring, can be viewed there before the sale. The Spitfire was the creation of Reginald Mitchell. About 350 of the aircraft were in service at the height of the Battle of Britain (Photograph: James Gray).

Plane part may have been worn

Worn parts in a 34-year-old flying display aircraft may have caused the crash which killed 11 of its 14 occupants, according to an official report published yesterday.

Tough limit sought on noise

Older versions of Boeing 727s and 737s, after being encouraged by the success of anti-noise legislation which has led to a big fall in noise pollution around Heathrow Airport.

The airline's first Dash 7, with its distinctive logo of pinstripe suit and flying red tie, will be delivered next May. Up to five could be ordered, depending on licences granted to the airline when the short take-off and landing airport is opened next autumn.

Portfolio Gold—Five join band of winners

Five readers share yesterday's Portfolio Gold prize of £4,000.

Mrs Helen Thompson, aged 75, a housewife from Lymington, Hampshire, has played the Portfolio Gold game since it started.



Mrs Elizabeth Whiteside: anniversary surprise.

Detention of wards challenged

By Francis Gibb, Legal Affairs Correspondent

New Government regulations which allow wards of court aged 10 or under to be locked up for indefinite periods are in breach of the European Convention on Human Rights, it was claimed yesterday.

BT warned about cost of local calls

By Teresa Poole, Business Correspondent

British Telecom was yesterday warned not to make big increases in the charges for local telephone calls.

Cut-price deal for customers

Mercury Communications is preparing to offer home telephone subscribers a cut-price service in competition with British Telecom.

BT warned about cost of local calls

By Teresa Poole, Business Correspondent

subsidy is now being removed as part of British Telecom's efforts to compete with its rival, Mercury Communications.

\$5m case over 'sweetheart' film contract

Mr Martin Starger, the film producer, yesterday claimed in the High Court that he is owed \$5 million under a contract described as an "nervous-sweetheart deal".

Air travel

By Harvey Elliott, Air Correspondent

Plans for jet flights are bound to run into strong opposition from environmental and residents' groups, who just failed to kill off the airport before it was built because of potential noise problems.

It takes more than looks to make a beautiful car

A good looking car is only the tip of the iceberg. A beautiful car is also reliability, performance, economy, safety and comfort.



Car interior parts, from instrument panels to seatbelt trimmings are made of EniChem's high performance ABS plastic resins.

Cocaine linked to fatal heart attacks

By Keith Hindley

Cocaine damages the heart and prolonged use can lead to fatal heart attacks, according to pathologists at Stanford University Medical School, California.

The researchers found the same streaks of damaged heart muscle in more than 90 per cent of addicts who died of cocaine poisoning. Similar damage was absent or barely evident in overdose victims of other drugs.

Cocaine linked to fatal heart attacks

By Keith Hindley

Cocaine damages the heart and prolonged use can lead to fatal heart attacks, according to pathologists at Stanford University Medical School, California.

The damage appears as red streaks where heart muscle has tightened and died. "Once that happens, the cells are useless."

"These dead patches interfere with the electrical pulses that keep the heart beating smoothly. Irregular beating becomes inevitable and that can lead to sudden death."

The researchers believe that people who show no ill-effects from taking cocaine are slowly damaging their hearts. "We are particularly concerned about young cocaine users," Dr Tazelaar said.

Correction

EniChem advertisement with logo and contact information: EniChem (UK) Ltd, Central House, Balfour Road, Hounslow, Middlesex TW3 1JX. Tel. (01) 577 1100. Telex 828343. Fax (01) 572 1650.

Younger accepts Westland committee defence analysis

The Westland affair powerfully reinforced the wisdom of successive governments in generally abiding by the rule of collective responsibility. Mr George Younger, Secretary of State for Defence, said when he opened the debate on Westland, the helicopter firm.

He added: "That message, underlined by the unhappiness of two ministerial resignations, will long be remembered when so much else in our current political controversy has faded."

Mr Younger said that the Government agreed with much of the analysis made by the Select Committee on Defence of the defence implications of the future of Westland, but there were points on which the Government could not go the whole way with the committee.

The committee rightly pointed out that the helicopter had an established place in maritime and land-air warfare, and that its existing range of capabilities was gradually being extended.

It had its vulnerabilities, however, and was not yet able to replace an entire capability in the land-air battle. For example, attack helicopters must complement ground-based, long-range, direct-fire weapons rather than replacing them.

Against that background, the committee's view that that quantity had been sacrificed for quality was a little severe.

It was true that there were 850 helicopters to the three services now, compared with 940 in 1975, but the reduction was not large and the overall capability had increased through acquisition by all three services of new and more powerful types.

The record showed that the Ministry of Defence had given the helicopter a good priority in the defence programme and to have built up capability in a key arm of warfare.

Improved types also featured prominently in the future programme. The Government was firmly committed to the new anti-submarine helicopter.

There was a requirement for a new light-attack helicopter in the anti-tank role to replace the Lynx fitted with Tow. Its entry to service was planned for the late 1990s and the programme was at an earlier stage than EH101, but good progress was being made.

With Italy, the Netherlands and Spain, the United Kingdom had recently signed two memoranda of understanding: one for laying down a framework for collaboration on the Agusta A129 light-attack helicopter and the other covering a joint feasibility and cost definition study which was expected to start shortly and would take two years to complete.

The most difficult issue facing the defence ministry was that of support helicopters.

The experience of exercise Lionheart and the new thinking it had stimulated about the Army's helicopter needs had made it necessary for the defence staff to go back to the drawing board and to undertake a fundamental study to review the military requirement for support helicopters. That study was looking ahead to the year 2010.



The main actors in the Westland story, which was debated by the Commons today, were (from left): Mr Michael Heseltine, Mr Bernard Ingham, Miss Collette Bowe, Sir Patrick Mayhew and Mr Leon Brittan.

It is considering what changes in support roles and capabilities can be expected up to that date, how support-helicopter assets can be used most effectively to fulfil those roles and, in the light of this, what the best force mix would be. On the basis of this a force mix is to be recommended.

The committee's preliminary view that there was a good case for fulfilling a fully air-mobile brigade was being borne in mind in the studies.

They accepted the importance of resolving such matters quickly and would continue work on the military issues as rapidly as possible. They could not state military requirements in a financial vacuum when resources were tight.

"We should have been filling in our shoes as best we could, but the difficult and complex judgments about military needs in order to rush to procurement of hardware. That would have been fair neither to the services, nor to the taxpayer."

It would be wrong to underestimate the upheaval which would be caused by adopting the committee's suggestion that the Army as user of support helicopters should be given responsibility for all of them.

While it would be wrong to become complacent, the Falklands campaign had demonstrated the ability of all three services to work effectively in integrated operations.

Mr Younger said the select committee had also addressed the defence industrial base and Westland's place in it.

In terms of employees, Westland was a relatively small company compared with the giants of the defence industry such as GEC and BAE.

But it was the only domestic source of helicopters and, as a result, one of the relatively few companies to which the Ministry of Defence paid more than £100 million a year.

There always has been and continues to be a close relationship between the MOD and Westland", he said.

Falklands given fishing cordon

FISHING

The Government has unilaterally established a 150-mile fishing zone around the coast of the Falkland Islands, Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, announced in a statement to the Commons.

At the same time, he said, they were declaring the entitlement of the Falklands, under international law, to a fisheries limit of 200 miles, subject to fulfilment of a fully air-mobile brigade was being borne in mind in the studies.

They accepted the importance of resolving such matters quickly and would continue work on the military issues as rapidly as possible. They could not state military requirements in a financial vacuum when resources were tight.

"We should have been filling in our shoes as best we could, but the difficult and complex judgments about military needs in order to rush to procurement of hardware. That would have been fair neither to the services, nor to the taxpayer."

It would be wrong to underestimate the upheaval which would be caused by adopting the committee's suggestion that the Army as user of support helicopters should be given responsibility for all of them.

While it would be wrong to become complacent, the Falklands campaign had demonstrated the ability of all three services to work effectively in integrated operations.

Mr Younger said the select committee had also addressed the defence industrial base and Westland's place in it.

In terms of employees, Westland was a relatively small company compared with the giants of the defence industry such as GEC and BAE.

But it was the only domestic source of helicopters and, as a result, one of the relatively few companies to which the Ministry of Defence paid more than £100 million a year.

There always has been and continues to be a close relationship between the MOD and Westland", he said.

Britain's poor reputation undeserved

HOUSE OF LORDS

A reputation for Britain as Europe's biggest polluter is undeserved, Lord Skelmersdale, Under-Secretary of State for Environment, said during question time in the Lords.

He said that the Government hopes to use the British Presidency of the Council of the EEC to advance discussions on acid rain, with a view to promoting agreement to a package of measures which would be generally acceptable to member states.

Proposals for tackling the problem had been under discussion within the European Community for some time, but no agreement had been reached because of the widely divergent views of different member states.

Lord Ardwick (Lab), who raised the issue, asked: Now that the Government admit the link between sulfur emission and acid deposition, will it bring forward a target for a reduction in line with other European countries?

Lord Skelmersdale: I assume he is referring to whether or not the United Kingdom should join the 30 per cent club. We recognize the importance of the club as a symbol of international concern about acid rain. However, being a member does not necessarily mean we are doing more than being a non-member.

We had reduced sulphur dioxide emissions by 24 per cent before the club started in 1980. We have therefore done more than some members of the club, which were still increasing emissions during the 1970s. We are keeping possible membership of the club under continuing review.

Lord Dean of Beswick (Lab): We are still have a reputation of being the biggest polluters in Europe. Can we expect substantial progress to eliminate this entirely?

Lord Skelmersdale: We have a reputation which is undeserved. We in fact produce 66 kilos of sulphur per person per annum, which is 25 per cent less than Spain and the United States and 15 per cent less than Finland and Luxembourg. Some 240 kilos a person are emitted from East Germany every year.

Ministers inflicting grave damage on our interests, says British Council chief

By Martin Fletcher, Political Reporter

Sir John Burgh, director-general of the British Council, yesterday painted a vivid picture of the decline in Britain's standing overseas, accusing the Government of inflicting grave damage on Britain's interests by ignoring the importance of international cultural relations.

In evidence to the foreign affairs select committee, Sir John also disclosed that the Government has rejected the council's plea for an extra £4.5 million next year in a grant that has declined by more than 20 per cent in real terms since 1979.

In an emotional *crê de cœur* to the committee, he argued that "it matters" that only a "paltry" number of overseas students were now studying in Britain, that in Uruguay the French had managed to have English replaced as the language taught in schools, and that in West Germany "even intelligent and educated people have built up an image of Britain consisting of football bootleggers, decline, racial prejudice and archaic traditions".

Yet his repeated requests for more money had been refused because the Government simply did not appreciate the long-term worth of cultural relations. That worth was unquantifiable but "invaluable", he said, and there was a desperate need for "vision and imagination".

Accompanying submissions from the British Council chart not only the decline in Britain's own cultural work overseas, but also the sharp increase of other developed countries in this field.

They show that Britain will spend £216 million on cultural relations this year, compared to Germany's £568 million and France's £739 million. Even in Japan direct government spending exceeded that of Britain.

Overseas students studying in Britain — "a powerful means of spreading British influence and improving future trade prospects" — have declined by 38 per cent to just 56,121 since 1979.

In France there are now 128,000 overseas students studying, while Japan has set a target of 100,000 by the end of the century. Of 40,000 Jordanians studying abroad, only 690 were in Britain.

As other countries seized the initiative, government cuts had caused the British Council to cut its total staff by 6.5 per cent to 4,170 since 1979, with 370 posts going in Britain and 60 overseas.

"The position has now been reached where the funding of council programmes is so low that any further cuts must necessarily lead to cuts in the network of overseas offices or a reduction in the already meagre support for operational activities."

A large amount of extra funding was needed, but "the sums involved are tiny in the context of overall public expenditure; the benefit to Britain would be that of all proportion to the cost".

Bank obeys but fails to satisfy

By Our Political Reporter

The Bank of England appeared yesterday to have averted temporarily a constitutional clash with Parliament by complying with a demand for information from a select committee. But it again supplied only the sparsest facts.

The trade and industry committee had asked for details of documents shown to the bank by the Department of Trade and Industry which it believes will show the extent of government responsibility for the tin crisis that led to one of the biggest commercial defaults in history.

The response from Mr Robin Leigh-Pemberton, the bank's governor, has not yet been released, but at a meeting of the committee yesterday the acting chairman, Mr Robin Maxwell-Hyslop, described it as "remarkably economical".

He read out an extract which said merely: "May, 1984: one document, May, 1985: working document."

The committee, which has shown great persistence in the face of endless stonewalling by ministers and civil servants, must now decide whether to make a new order for information from the bank.

At yesterday's meeting MPs turned their anger on Mr Giles Shaw, the new Minister for Industry, demanding to know why his predecessors had refused to show the committee documents that they had been ready to show to the bank.

Mr Shaw said that the Government was bound by treaty to keep the documents confidential.

But when he admitted that the Government had "not explicitly" sought the permission of the International Tin Council to show them to the bank, MPs said that the Government had already breached the agreement.

"If you were willing to break the rules in that position, then surely the argument that you could not break the rules to give the documents to a House of Commons committee falls on very, very weak ground," Sir Peter Emery said.

The committee also sought, unsuccessfully, to find out why the Government had warned brokers of the looming crisis but not the banks or the Cornish tin mine workers.

Mr Shaw agreed that that was "a key question", but said he would have to take advice before answering it.

Mr Tom King playing yesterday in a Tory Party charity golf day at Moor Park.



Parliament today

Commons (2.30): Financial Services Bill, Lords amendments, first day.
Lords (3): Education Bill and Salmon Bill, Commons amendments.

Unsuccessful candidates in alphabetical order:

Candidate	Votes	Won in 1985
Gerard Kaufman	113	122
John Smith	103	98
Denzil Davies	102	89
Denis Davison	100	112
Shirley Orme	100	115
Barry Jones	96	94
Peter Shore	94	100
John Cunningham	93	95
Peter Archer	92	94
Giles Roddie	91	98
David Clark	89	89
John Prescott	88	112
Donald Dewar	88	88
Bryan Gould	82	83
Michael Weacher	80	89

Unsuccessful candidates in alphabetical order:

Candidate	Votes	Won in 1985
Tony Banks	37	58
Margaret Beckett	52	62
Tony Benn	50	62
Andrew Bennett	17	-
Dennis Canavan	36	34
John Grieve	31	30
Robin Cook	78	106
Jeremy Corbyn	42	70
Tom Deyell	42	70
Terry Davis	46	52
Frank Dobson	58	87
John Holland	19	56
Robert Hughes	78	87
Brynmor John	73	78
Oonagh McDermott	37	19
Max Muncy	32	44
John Morris	42	55
Jo Richardson	59	71
George Robertson	52	60
John Selsby	42	45
Brian Sedgemore	40	34
Barry Sheerman	7	25
Gare Short	39	40
Chris Skidmore	40	21
Geoffrey Stanger	47	70
Jack Straw	61	53
Alan Williams	50	-

Competing in 1985:

Candidate	Votes	Won in 1985
Gwyneth Durrwoody	-	70
George Foulkes	-	17
Robert Ferry	-	17

South Africa sanctions

EEC measures condemned as shamefully trivial

It was not understandable that the ministers were disappointed with the British Government's attitude on South Africa. The overwhelming feeling of British people was opposition to apartheid.

Sir Geoffrey Howe: I am totally aware of the overwhelming opinion of the people of Britain and the European Community condemning apartheid and requiring it to be replaced as soon as possible. In fact, there is no difference between us all.

Mr Peter Hardy (Westworth, Lab): Will he not take a firmer and more insistent position, not least in regard to the effective exclusion of Namibia and certain products from the sanctions arrangements?

Does the present situation not suggest that the sanctions policies pursued by Britain and Western Europe will appear to be merely a rhetorical exercise which, without strict monitoring, can provide the worst possible consequences?

Sir Geoffrey Howe: The measures agreed in September do not apply to Namibia because all but one of the 12 consider that it raises a separate problem which requires a different approach. The measures were agreed after a great deal of discussion and they represent a considered and concerted package designed to receive the response intended.

Mr Kenneth Eastham (Manchester, Blackley, Lab): said that, reflecting on Britain's disappointment about the reaction of her EEC partners to Syria,

But he is right to draw attention to the increasing gravity of the situation. The death of President Machel, caused in whatever fashion it was, is undoubtedly a matter of the utmost regret on all sides of the House.

The situation in South Africa itself is certainly one of mounting tension in which it is of the utmost importance for the South African Government to summon the courage to make the leap of imagination necessary to call together leaders of the African people with a view to replacing apartheid as soon as possible.

Mr George Gardner (Reigate, C): said the Foreign Secretary should emphasize to Britain's European colleagues how counter-productive sanctions would be far more likely to succeed in the context of an expanding economy than one in which blacks and Cape coloureds were being thrown out of work.

Sir Geoffrey Howe: General economic sanctions should not be seen as an end in themselves and we do not regard them as an effective way to bring about an end to apartheid.

Mr Alan Beith (Berwick-upon-Tweed, L): said the Government should consider measures which would give a clearer signal to South Africa, such as a ban on direct air flights from Europe to South Africa.

Sir Geoffrey Howe said the Government did not take the

same view as Mr Beith on the possibility of such measures. Community ministers had spent many months arriving at an agreement reached in September.

Mr Thomas Clarke (Moulton, West, Lab) urged the Foreign Secretary to answer the question recently put to him by Mr Denis Healey about why Namibia was excluded from the EEC policy on South Africa.

Sir Geoffrey Howe: With one exception (Denmark) all our European Community partners do not regard Namibia for inclusion on the same terms as South Africa.

Mr John Biggs-Davison (Epping Forest, C) wanted to know exactly what the South African Government was expected to do before these measures were withdrawn. What stage of the reform process had to be reached?

Sir Geoffrey Howe said the position had been made clear during his own mission and that of the Eminent Persons' Group. They wanted to create a climate in which the South African Government should be ready to examine dialogue with leaders of all groups within South Africa by the unconditional release of Nelson Mandela and other political prisoners and the un-

banishing of the ANC and other political parties.

The aim was to create the circumstances in which all the peoples of South Africa could make their consent available to constitutional measures which would be acceptable to them all.

Mr Denis Healey, chief Opposition spokesman on foreign and Commonwealth Affairs, said now that the United States had decided to impose wide-ranging sanctions against South Africa, which went far beyond the shamefully trivial measures agreed by the EEC, and in light of the fact that the Government rightly expected others to agree to punitive sanctions against Syria, would he seek to bring the EEC into line with the rest of the civilized world by adopting the same measures as the US?

Sir Geoffrey Howe: I have done that which the President of the Council was required to do in seeking in two meetings recently to promote consensus on the measures agreed in September.

Mr David Winnick (Walsall North, Lab) asked if the Foreign Secretary had any conception at all of how humiliating it was for this country to endorse and see in action what he was doing in South Africa.

Sir Geoffrey Howe: I think most of the House would have a different view from him about the relative standards of humili-

Journalists vote to keep lobby system

By Philip Webster, Chief Political Correspondent

Parliamentary Lobby journalists have voted in favour of retaining the present system of unattributable briefings with Downing Street spokesmen.

The voting, announced yesterday, was 67 in favour of keeping the system and 55 against.

However, by a majority of 10, that is, 68 votes to 58, journalists voted for an inquiry into the rules of the lobby. It is expected to be completed before the state opening of Parliament.

The closeness of the vote surprised many lobbyists.

Miss Julia Langdon, the lobby chairman, said: "The closeness of the vote indicates that there are a large number of people in the lobby in favour of change. But I think that the majority reflects the fact that the existing system, even if unsatisfactory, is better than no briefings at all."

Mr Bernard Ingham, the Prime Minister's press secretary, has indicated that he would not be prepared to give briefings on an attributable basis.

Scots Tory peers defeat Government

A rebellion by Scottish Conservative peers last night severely checked the Government's attempt to speed up the sale of homes to sitting tenants in Scotland.

Scottish Conservatives joined Labour, Alliance and independent peers in voting to stop new charitable housing associations being forced to offer their properties to tenants. Voting was 144 to 99 — majority against, 45.

The Government is expected to accept such a decisive defeat.

Tebbit attacks paper-ban councils

By Nicholas Wood, Political Reporter

Labour councils that ban News International titles from their libraries because of the Wapping printworkers dispute are aping the "book burning of Nazi Germany", Mr Norman Tebbit said yesterday. The Tory chairman's onslaught on press censorship came in a speech to editors of regional newspapers in London.

He said that his constituents in Chingford, Essex, could not read *The Times* and the company's other titles because of this "crude form of political press censorship" imposed by the borough council.

Mr Tebbit said the Government could claim part of the credit for the technological revolution transforming Fleet Street and extending the "priceless asset" of freedom of the press.

No longer could "reactionary and bloody-minded" unions call strikes without a ballot with impunity. And at the News International plant in Wapping, East London, a "violent and irresponsible" blockade by the print unions, aided by "hoodlums" ready to seize any opportunity to attack the police, had failed to stop production and distribution of the company's titles.

Namibia is not regarded on same terms as South Africa

By Philip Webster, Chief Political Correspondent

Mr Alan Beith (Berwick-upon-Tweed, L) said the Government should consider measures which would give a clearer signal to South Africa, such as a ban on direct air flights from Europe to South Africa.

Sir Geoffrey Howe said the Government did not take the

Journalists vote to keep lobby system

By Philip Webster, Chief Political Correspondent

Parliamentary Lobby journalists have voted in favour of retaining the present system of unattributable briefings with Downing Street spokesmen.

The voting, announced yesterday, was 67 in favour of keeping the system and 55 against.

However, by a majority of 10, that is, 68 votes to 58, journalists voted for an inquiry into the rules of the lobby. It is expected to be completed before the state opening of Parliament.

The closeness of the vote surprised many lobbyists.

Miss Julia Langdon, the lobby chairman, said: "The closeness of the vote indicates that there are a large number of people in the lobby in favour of change. But I think that the majority reflects the fact that the existing system, even if unsatisfactory, is better than no briefings at all."

Mr Bernard Ingham, the Prime Minister's press secretary, has indicated that he would not be prepared to give briefings on an attributable basis.

Scots Tory peers defeat Government

A rebellion by Scottish Conservative peers last night severely checked the Government's attempt to speed up the sale of homes to sitting tenants in Scotland.

Scottish Conservatives joined Labour, Alliance and independent peers in voting to stop new charitable housing associations being forced to offer their properties to tenants. Voting was 144 to 99 — majority against, 45.

The Government is expected to accept such a decisive defeat.

If only all printers were as reliable as Epsoms.

India were without Kapil Dev, because of a bruised finger, a legacy of the first Test, and England omitted Chris Cowdrey and fielded three spacemen.

Brighton Evening Argus

PART-TIME DENTON HALL & BURGIN SOLICITORS

Seek a POOF READER for their Word Processing Department.

The Standard

SUCCESSFUL businessman, widower. Aged 44, usual trappings, non-smoker with varied interests, seeks affectionate, understanding female to share the enjoyable things in life. Box No. 4881, Yorkshire Post Ltd., Leeds 1.

What Mrs Thatcher's closest friends are wondering is whether, as the signs suggest, she is beginning to suffer from mental fatigue.

The Grauniad

A remittance prince? While the British press speculates that Prince Andrew is being sent to Lakefield College School to help Canada through a constitutional crisis, our sources tell us that the real reason for the prince's being sent to Cannada in mid-term is that he's not doing so well in school. He's a bit of a duffer. (1) which isn't too surprising to those who know the boy's private interests.

Toronto Sun

Kit Patterson, Carlisle's clerk of the course, says: "The prospects for racing are very remote. There is snog and frost on the course and we will hold an inspection at noon tomorrow."

Herald Express

LEWISHAM Leisure Centre is about to launch a new set of courses.

Each of the weekly courses — all but one containing sex sessions — begins at the centre in Rennell Street in September.

Lewisham Outlook

GIBSON (Life Baron, U.K.), Richard Patrick Tallentire Gibson; son of Dorothy Carbutt Gibson. B. Feb. 6, 1918; ed. Eton and Magdalen Coll., Oxford; m. July 14, 1945, Elizabeth Diane, d. of Hon. Clive Pearson. London Stock Exchange 1937, Serviced Middx. Yeo. 1939-41 (N), Africa 1940-41; P.O.W. 1941-43; Spec. Operations evoc. 1943-45; Political Intelligence Dept., Foreign Office 1945-46; Westminster Press 1947, Dir. 1948. Dir. of Whitehall Securities Corpn. 1948-50 and 1973. Dir. Financial Times Ltd. 1957. Chmn. Chmn. 1968. Chmn. Pension Loanman 1967. Chmn. Arts Council of Great Britain 1975-77. Chmn. elect National Front. Cross-Bencher. Address: The Lord Gibson, Fern's Rocks, Groombridge, Sussex. Brooks's and Garrick Clubs.

Publishers Correction

1978 Edition of Dod's Parliamentary Companion

Reference to Lord Gibson's biography on page 122; for National Front read NATIONAL TRUST.

DOG KENNEL, suit medium sized dog. Good condition. Very tidy. Buyer collects £9.99. 19 Beaupre Ave., Outwell, after 6 pm or weekends.

Wisbech Standard

The operation to trap the gang began on Friday when a man arrived from Morocco on a car ferry. His car was followed to Prestwick where police pounced.

The Grauniad

Perhaps the only disappointment of the championships from the British point of view was the defeat of Ade Mafe in the 200 metres at the hands of that good American sprinter Mel Lacey. It was in this Coftord stadium this time last year that Ade first hit the headlines by eating Lacey but yesterday he was not mentally tuned for another big race so soon after his silver medal performance in the world indoor games in Paris last weekend.

The Observer

GREENWOLD, Florence May. — Late of 163 Bergholt Road, Colchester. A simple, kind, and loving old lady who died with great dignity at 'Ambleside', Wood Lane, Fordham Heath, Colchester on Saturday, April 3, 1982 at 3.10pm. Loved by family and friends who knew her well.

Essex County Standard

The conference's attitude was indicated by the almost total lack of applause after Mr Wilson's 30-minute speech while Engineering Union leader Bryan Stanley was greeted with sustained crapping when he put the anti-common market case.

Times of Zambia

HOW dare Ian Craig report that the Conservative party conference was inspired by Dave Eager's "daft speech."

(Mrs) M E Booth, Clayton.

FOOTNOTE: Sorry. A technical fault. It should have read "daft" instead of "daft."

Manchester Evening News

Five thugs last night pulled the British passenger ship Capetown Castle clear of the sandbank on which she went aground at Flushing early yesterday.

Irish News and Belfast Morning News

MADRID, (R) — Catholic nuns of the Mission of Jesus, Mary and Joseph, with a television success behind them and Mother Superior Francisca at the guitar, are bidding here for fame and fortune in the pope charts.

Evening Post

Dead-eye Stewart Fraser, who got three against the league of Ireland recently, attempted a shot from 20 yards, but was so wide of the target that he actually found Carlyle with his attempt. The outside-right was so surprised at the "pass" that he made a mess of his shot at goal.

PISSOLES AND CHIPS After you have prepared your chips why not at the same time fry a couple of pissoles while the fat is still hot? Together with some salad, cut-up tomatoes and an egg, you now have a delicious hot lunch.

Richard Burton to teach English at Oxford

The Scotsman

THAT OLD black magic has finally worked its spell on Highgate's own wicked witch David Farrant. He has fallen in love — and he says he's giving up witchcraft for ever. The girl who has lured Farrant away from midnight rituals in Highgate cemetery is 26-year-old Nancy O'Hoski, a speechech therapist from Grimsby.

Hornsey Journal

On the bottle

A bottle of whisky and a bottle of sherry, together worth £315, were stolen by a burglar who forced a window of a house in Granfield Avenue, Radcliffe-on-Trent, last night.

Nottingham Evening Post and Standard

Thought For Today

The whole world is in a state of chassiss.

—Sean O' Casey

The Rising Nepal

While sympathising with the miners and arguing the British government could have acted to end the strike, Jessica Larive-Groenendaal (Neth) said she and her liberal colleagues could not support a strike called without a ballot.

European Parliament News

Dapper eloquent Mr. Thorpe strenuously denies charges that, with three other accused men, he plotted the murder of Norman Scott, who claims that he and the politician were once homosexual lovers.

Athens News

United goalkeeper, Steptey, went full length to save from Hector and then, in the 18th minute, saved an almost certain goal when he bravely died at the feet of Davies.

The Gloucester Citizen

During the month of May, Henekey's steak bar will be supporting the Mayor's appeal for £45,000 towards an Emisonic Scanner for Windsor's King Edward VII Hospital.

For every customer who dies in the bar during the month, 20p will be donated towards the fund.

Staines Informer

Arresting sight

SUPER-SLIMMER PC Michael Sykes, from Bradford, Yorks, has gone from 16½ stone to 15 stone. He says: "The hardest thing is that every advert on TV seems to be for food."

"But my wife has joined me and that's helped. She's lost half a stone in a wee."

The Sunday People

TRIOMPHE, 92, Champs-Élysées, Bel. 45-76. George-V. Scènes: 14h, 16h 18h, 20h 22h. Film: 25 mn après. Sun et voiles de fêtes: séance suppl à 24h. Pl.: 14 F. C.O. □ EMMANUELLE (English Subtitles)

L'Officiel des Spectacles (Paris)

GREG NORMAN, hot favourite for the Card Classic at Royal Porthawl, missed a five-inch putt on the 11th green yesterday.

The blind Australian tried to tap in the tiddler one-handed but hit the ground with his putter and only just moved the ball.

Sporting Life

Spandau secret diaries

By ALBERT SPEER

Spandau: The secret diaries will be one of the outstanding books of 1978. Extracts will appear only in THE HUNDAY TELEGRAPH.

QUALITY CONTROL IN PRINGING Short Course 11-13 October 1978.

PETER Daisley of Daisley Associates Limited, consultants in Quality Management, is again collaborating with the London College of Printing in organising a Quality Control in Printing short course.

Journal and Graphic Review

LORD Snowdon greeted Princess Margaret as she flew into Heathrow today with a welcoming hiss.

Evening Mail

Lights test aims to spot dyslexia

As he follows lines of print, the normal reader moves his eyes jump, stop to absorb one or eyes jump, sop to absorb one or more words, then jump again. The fast reader will make shorter stops and fewer jumps, taking in more words more quickly than the slow reader.

The Sunday Times

PALACE, S cc. 01-437 6834. From Sept. 17. The Fabulous New Production of

OKLAHOMO!

The Times

SHEFFIELD UNITED yesterday became the first of those teams at the top or the bottom to have their fate settled when they were relegated to the Second Division. United's First Division life, slowly ebbing away since the start of the season, came to a painful end at Tottenham, where they were hammered 5-0 through goals by Willie Young, John Duncan, Steve Perryman (2) and Fartin Chivers.

The Sunday Times

Make no mistake — Epson printers are the most reliable type in the world.

The only time they ever strike is when their print heads hit the paper. The superb-quality LQ2500 will do this 200 million times before it gives out, and even the most basic model can manage 100 million.

An Epson will always make sure you look the part — but with any other printer, you could end up looking the prat.

EPSON

For further information on the Epson computer printer range, either write to Epson (UK) Limited, Freepost, Birmingham B37 5BR; contact Prestel *280#; or dial 100 and ask for Freephone Epson.

WORLD SUMMARY

Dutch general loses Nato post

Brussels - A senior Dutch general has been removed from his top Nato post because of his inability to work together with his international staff (Frederick Bonhart writes).

Lieutenant-General Gerard Berkhof was appointed Chief of Staff of the HQ of Allied Forces Central Europe in February, but his way of working led to friction in his staff to such an extent that his superior, General Leopold Chalupa of West Germany, to ask the Dutch Ministry of Defence to withdraw him.

General Chalupa commands all the Nato military forces in the central region, including the British Army of the Rhine and all the US, Belgian, Canadian and Dutch forces stationed in West Germany.

Wife dies in blast

Dhaka - A bomb exploded at the house of a prominent opposition leader in Chittagong yesterday, killing Mrs Mohiuddin Chowdhury, the wife of the local chief of the Awami League, (Ahmed Fazl writes).

Two people were taken to hospital in critical condition.

Soldiers swapped

Machgara, Lebanon (AFP) - Syrian forces and pro-Iranian fundamentalist Hezbollah militiamen have exchanged prisoners seized on Tuesday in tit-for-tat actions.

The swap was prefaced by the arrival of a Hezbollah detachment armed with heavy artillery.

Minister faces trial

Madrid - A Spanish court yesterday ordered Señor Demetrio Madrid, the 50-year-old Socialist Chief Minister of Castilla-León, to stand trial on charges of fraudulently selling a family textile business (Richard Wigg writes).

The action had been brought against him by 11 women factory workers, who claim they were left unemployed after the sale of the business, which had gone bankrupt.

The majority of the workers were dismissed without the compensation required under Spain's labour laws dating from the Franco era.

This is the first time since Spain established the 17 autonomous regions that a chief minister has been sent for trial.

Iran debt pact near

Paris (AFP) - France and Iran have taken an important step towards resolving a lingering financial dispute centring on a \$1bn loan from Tehran to the French Atomic Energy Commission in 1974. No details were given.

Holiday in depth

Helsinki (AFP) - The state-owned Valmet shipyard in Turku has signed a deal with an American company to build a tourist submarine capable of taking 46 passengers down to a depth of 325 ft. The 50 ft vessel will be used for trips in the western Pacific.

7 the lucky number

Oberursel, West Germany (AP) - An 81-year-old West German woman will inherit £150,000 to the family in her home town with the most minor children.

The woman, Frau Else Benke, who lived quietly in this Tannus mountain city north of Frankfurt, stipulated only that the family must have at least "seven minor children."

A family has been found meeting the requirements with seven children between the ages of 18 months and seven years. But there is still time for others to apply.

Choking the Invalides in protest



More than 200 French removal vans choked the centre of Paris yesterday, blocking the Place des Invalides and the Alexandre III Bridge, to protest against new public allowance cuts for families moving house.

Pretoria blamed for Machel's death but not the plane crash

From Michael Hornsby Maputo

Leaders of the six black-ruled frontline states in southern Africa yesterday blamed the Pretoria Government for the death of President Machel of Mozambique but stopped short of accusing it of causing the plane crash in which he died on October 19.

Answering questions after the summit was over, President Kaunda of Zambia, the group's current chairman, said, however, that "a number of our governments hold the South African government directly responsible for this tragedy until they prove the contrary."

President Kaunda also dismissed as "nothing new" Tuesday's "declaration of war" on Mozambique by the Renamo insurgents in Mozambique. "The so-called declaration of war was really a question of 'his master's voice'. They were telling the world what South Africa has

already done," he said.

Zimbabwe has had troops deployed here for several years in support of Mozambique government forces. Their numbers are put at anywhere between 6,000 and 12,000 men. President Kaunda's jibe about "his master's voice" reflects the belief of black-ruled states in the region that Renamo is supported by, and acts as a proxy for, South Africa.

It was the first meeting of the frontline states - Angola, Botswana, Mozambique, Tanzania, Zambia and Zimbabwe - since President Machel's death. Their leaders were in Maputo for his state funeral on Tuesday and prolonged their stay by one extra day.

In their formal communiqué the leaders declared that President Machel "fell victim to apartheid, which carries out acts of aggression and destabilization and murders of innocent citizens in this region".

President Kaunda later

went further, claiming that "there is sufficient circumstantial evidence available for us to hold South Africa directly responsible... We are aware that the plane was being monitored by South African radar. We also know that electronically these days it is possible to tamper with any machine like an aircraft. We are not impressed by the crocodile tears of the two Bothas, Men who have no respect for their fellow human beings on grounds of colour cannot be expected to mourn."

It was possibly significant that President Kaunda, who said that he and other frontline leaders had been fully briefed about the crash by the Mozambicans, made no reference to suggestions aired earlier, particularly by the press in Zimbabwe, that President Machel's plane might have been shot down.

There has been confusion so far about whether he was the pilot of the aircraft but Mr Botha's statement appears to make it clear that the pilot did not survive.

There is a growing impatience in Pretoria over claims that South Africa was to blame for the crash.

JOHANNESBURG: A Soviet airman who survived the

Machel plane crash 10 days ago was flown back to Maputo yesterday after being discharged from a South African military hospital in Pretoria (Ray Kennedy writes).

But Mr R F (Pik) Botha, the South African Foreign Minister, said the Mozambique government had been told he may be required to return to South Africa to give evidence before a judicial inquiry into the cause of the disaster.

Mr Botha's statement identified Mr Vladimir Novoselov as the flight engineer on board President Machel's Soviet-built Tupolev-134 jet aircraft.

There has been confusion so far about whether he was the pilot of the aircraft but Mr Botha's statement appears to make it clear that the pilot did not survive.

Leading article, page 19

Israelis put clamp on arms dealers

From Ian Murray Jerusalem

New regulations aimed at restricting the operations of Israel's 800 or so private, but unlicensed, arms dealers around the world have just been approved in the Knesset.

They were drawn up after a series of scandals, largely unmentioned in the United States, including an alleged multi-million-dollar plot by a consortium led by a retired Israeli brigadier to smuggle a huge arms shipment to Iran.

Until now arms dealers have been able to operate legitimately once they obtained a letter of accreditation from the Ministry of Defence.

In future no sale can even start without an individual permit being issued showing the names of the dealer, the potential purchaser and any intermediaries, along with the type and quantity of weapons involved. Before the final contract is signed a dealer will require a second permit setting out the terms of the sale, including details of how payment is to be made.

Explaining the new regulations to the Foreign Affairs and Defence Committee of the Knesset, Mr Yitzhak Rabin, the Defence Minister, said they would make it possible to keep a central record of all deals under negotiation or concluded.

All existing 800 or so letters of accreditation from the Ministry of Defence have been invalidated by the new procedure and can no longer be used by a dealer as proof that he is operating legitimately.

"What the arms dealers were carrying until now were blank cheques, in a manner of speaking, and we had no supervision over their affairs," Mr Rabin said.

It is likely that the Knesset will also set up its own body to supervise national policy on arms exports.

Afghan defector says Army weakening

Islamabad (Reuter) - A senior Afghan Army officer said yesterday that he had defected to the anti-government Muslim rebels two weeks ago, and painted a grim picture of the deteriorating military situation inside the country.

Colonel Mir Hashmatullah, aged 43, deputy commander of a division stationed between Kabul and the border with Pakistan, said there he had become a convinced anti-communist since the Soviet military intervention in 1979.

Colonel Hashmatullah, who reached Pakistan with his wife and three children a few days ago, said he had joined the radical Muslim Hezb-e-Islami group, one of the main guerrilla organizations fighting the Soviet-backed government in Kabul.

Referring to the state of the Afghan Army, he said the men did not want to fight the rebels, relations with the Soviet forces in the country were poor and the military situation was deteriorating.

His defection 13 days ago was followed a week later by that of an Afghan Air Force pilot who flew his Soviet-built MiG 21 jet fighter across the border to Pakistan.

A Pakistani Foreign Ministry spokesman said the plane would be kept here until the end of the "civil war" in Afghanistan, following standard international practice.

The spokesman said the pilot, identified by Afghan exiles as Lieutenant Muhammad Daud, would be given political asylum.

Officially killed: Mr Mohammad Ali Samim, a senior Afghan Communist Party leader, was buried on Tuesday at a large state funeral attended by top leaders the day after he was killed by a land mine planted by guerrillas, the Afghan Government announced (AP reports).

PLO dispute feared

An attempt to secure observer status for the Palestine Liberation Organization has raised the prospect of further political disputes at the International Red Cross conference (Alan McGregor writes).

A letter requesting such recognition from a PLO representative accompanying the Palestine Red Crescent delega-

tion has been delivered here. The delegation is headed by Dr Fathi Arafat, brother of the PLO president.

As there is no precedent for observer status being granted to any such organization the conference bureau is not expected to pass the application to the conference.

Mubarak silences opponents with admission of torture

From Robert Fisk, Cairo

Even the super-critical Egyptian opposition parties were amazed when President Mubarak's Government admitted that the security authorities had been using torture against political detainees.

Mr Mubarak has claimed that he "truly believes in democracy", yet the announcement by the Egyptian prosecutor general that criminal proceedings would commence against 41 policemen for torturing imprisoned Islamic fundamentalists was unprecedented.

The small opposition groups in Egypt, who regularly complain that elections are rigged and that Mr Mubarak has no interest in real democracy, were for once reduced to silence. Their low circulation newspapers had for months been alleging that such torture was taking place, but when Mr Mohamed Abdul Aziz el-Guindy, the State Prosecutor, made his announcement, the newspaper of the New Wafd Party praised him for his "very bold" act, adding only that it hoped to see further prosecutions.

When the revelations of torture were first made by the papers, Mr Fouad Serag el-Din, the leader of the New Wafd Party, demanded the immediate dismissal of General Zaki Badr, the Interior Minister appointed by Mr Mubarak after the security police riots last February.

Amid the growing claims that fundamentalist detainees have been subjected to sexual abuse, electric shocks and severe beatings, General Badr is fast becoming as much a hate figure as was his dismissed predecessor, General Ahmed Rousdy. But opposition concern for the fundamentalists probably has as much to do with its own lack of political support as it does with human rights.

Yet they consistently claim that their support will never be reflected at the polls because their leaders are convinced that elections are rigged by the Government. On October 1, the five opposition parties refused to put up candidates for elections to the Egyptian upper house, the Majlis el-Shura, thus ensuring President Mubarak's New Democratic Party (NDP) a ludicrous 98 per cent of the votes. The figure - which was reminiscent of the results of the fraudulent elections held under President Nasser - thus destroyed the credibility of the NDP's victory.

According to Mr Elwi Hafez, a member of the Wafd's High Council, the Majlis el-Shura has in any case no representative function, being a family council as the late President Sadat intended it to be - a council for his family to collect people loyal to him and give them salaries and privileges and enable them to enhance their personal interests.

Yet the conviction that the polls are rigged is a very real one. Mr Mustafa Murad, the leader of the Liberal Party - which has no seats in the parliamentary assembly - insists there can be no proper

elections until independent judges replace police officials at the 22,000 ballot stations throughout Egypt and until ballot papers are allotted by name rather than handed out anonymously to voters.

"We have got two out of 21 fundamentalist groups to give their support to us," he says. "But making them understand what we are trying to do can be difficult. We had a meeting at our party office in Chobra the other day and one of the fundamentalists shouted: 'We must kill Mubarak!'"

"I said to him: 'You are mad. If you kill Mubarak, someone else will come along and they will hang you and that will be the end. You cannot have everything Islamic - there are many Christian people in Egypt who won't have that and many liberal people who don't want it. You must work within the democratic system. Don't try to overthrow the Government.' But for this persuasion to work, Mubarak has to make the elections fair."

The NDP did try to ameliorate the results of the recent election by offering its opponents some of the 35 seats distributed by appointment rather than election, but only Mr Ahmed Sabahi, the leader of the Umma Party which is fundamentalist orientated, has accepted.

For the present, therefore, the five orthodox opposition groups in Egypt remain a noisy though comparatively powerless political force. Their existence has certainly helped to break down the walls of fear which President Nasser erected around Egypt's political life. But the suspicion remains that they provide merely a valve for the expression of discontent against the monolithic party apparatus run by the president.



General Badr demands for his dismissal.

Swiss bicycle troops want new mounts

Geneva - Neutral Switzerland, methodically modernizing its conventional armaments in this thermonuclear age, is seeking new mounts for its bicycle battalions (Alan McGregor writes).

The current bicycle dates from 1905. The Defence Ministry says manufacturing spares for it has become uneconomic and an identical new one now costs £600.

Americans considering radio swap with Russia

From Mohsin Ali, Washington

US and Soviet officials have held talks aimed at negotiating an unusual exchange of radio programmes.

Mr Charles Wick, director of the United States Information Agency (USIA) said that the tentative idea was to broadcast Voice of America programmes on Soviet domestic stations, in exchange for the right to carry Moscow radio programmes on stations

in America.

Mr Wick met Mr Aleksandr Yakovlev, the Soviet Communist Party secretary in charge of propaganda, in Reykjavik during the summit. In an interview with The New York Times, Mr Wick said that as a result of these talks he was finding out whether an American radio network was willing to allocate time to Moscow radio

Of course there are more exciting ways to make money...



...but with Moneymaker Plus it's a dead cert!

If making money is more fun than being pipped at the post, you'll be pleased to know that Moneymaker Plus can take you forward with confidence on an exciting cash payout 10 years from now. And under the going rules, it's all tax-free.

So, you can join the Moneymaker Plus as little as £10 a month. Or you can put in up to £100 a month if that suits you. You can also start as early as between 18 and 80. Then, whenever you want to put your money into 10 years from now, from here to home improvement - money will be there to help.

With Moneymaker Plus you don't have to keep switching houses with your savings to get the best return. Sun Alliance makes sure that your money is doing its best for you. So you can just sit back while your money grows and grows - with profit, but bonuses adding to the Guaranteed Sum Assured each year. These bonuses once added can more than make up for the inflation of your money over the years. And under current legislation everything is yours, paid free of all personal taxes after 10 years.

You can relax even more knowing that your loved ones are protected by life insurance from the day you join the Moneymaker Plus. After that, if you should lose your sight or use of a limb in an accident any time up to the age of 70, all the rest of your monthly contributions are paid for you.

Money when you want it. You enjoy the best return on your money if you leave it to grow for the full 10 years - though if you want to switch your policy for cash at any time after 2 years you can. Alternatively you can apply for a loan on the security of your Moneymaker Plus plan. (Full written details available on request.) This way the Plan still goes on working for you.

doing its best for you. So you can just sit back while your money grows and grows - with profit, but bonuses adding to the Guaranteed Sum Assured each year. These bonuses once added can more than make up for the inflation of your money over the years. And under current legislation everything is yours, paid free of all personal taxes after 10 years.

You can relax even more knowing that your loved ones are protected by life insurance from the day you join the Moneymaker Plus. After that, if you should lose your sight or use of a limb in an accident any time up to the age of 70, all the rest of your monthly contributions are paid for you.

Money when you want it. You enjoy the best return on your money if you leave it to grow for the full 10 years - though if you want to switch your policy for cash at any time after 2 years you can. Alternatively you can apply for a loan on the security of your Moneymaker Plus plan. (Full written details available on request.) This way the Plan still goes on working for you.



FREE! MULTI-FUNCTION CLOCK RADIO - with LED electronic digital display, snooze and sleep buttons, automatic dimmer and 3-band radio - yours for just £10.95. It's a real treat in a Moneymaker Plus.

Send for your free personal illustration - without commitment. Find out just what Moneymaker Plus could do for you personally. There's no obligation to accept. Simply decide how much you would like to put in each month - look at the tables to see what this could do for you. We'll then send you your FREE Personal Illustration and specimen policy sheets, so you can see exactly how Moneymaker Plus could work for you. Please make sure you answer the questions carefully - hiding nothing - so that if you decide to accept the Plan prepared for you you can be accepted without further question. Do it now - and receive the Special Gift when you enrol.

A better deal for the over 50s. What happens is that less of your monthly contribution goes into life cover - because you need it less when you don't have a young family to worry about - and more goes into building up the tax-free cash payout you're more likely to need at the end of 10 years. So it's the ideal money-making plan for all ages.

Call us. If you would like to ask any questions about Moneymaker Plus, our lines are open Monday to Friday, 9am to 5pm and there's always a team ready to help you. Call HORSHAM (0403) 59009.

SEE HOW YOUR MONEY COULD GROW IN JUST 10 YEARS

Table showing investment growth projections for monthly investments of £20 and £50 over 10 years. Columns include Current Investment, Guaranteed Sum Assured, Special Bonuses, Total Potential Moneymaker Plus, and Guaranteed Investment. Rows show different investment amounts and durations.

MONEYMAKER Plus

Application form for Moneymaker Plus. It includes fields for name, address, phone number, date of birth, and investment amount. There are also checkboxes for various options and a section for the applicant's signature and date.

Last year, British Airways made sales of over £450 million without flying any passengers.



Last year we flew nearly 20 million people to destinations all around the world.

But none of them contributed to over £450 million of our revenue. Our successful Cargo division made sales of £268 million alone.

Quite a few cats, fish and birds travelled with British Airways Cargo. (The most popular mode of transport since the Ark.)

Gold bullion, rare paintings, computers and fresh food were just some of the items seen boarding our planes.

In all, British Airways carried 232,000 tonnes of freight and 41,000 tonnes of air mail last year.

No wonder we were voted Cargo Airline of the Year for the third year running by the readers of Air Cargo News International.

And if that wasn't enough, our competitors also contributed to a further £186 million for aircraft maintenance and other airline services.

These included flight crew training and the development and provision of computer software and telecommunications.

So it seems it's not only our passengers who make us the world's favourite airline.

BRITISH AIRWAYS

Britain's highest flying company.



Germans back Britain on terrorism

Bonn seeks Syrian answer to UK dossier

From John England, Bonn

The West German Ambassador in Damascus is to present the Syrian government with British evidence of its involvement in terrorism and ask for an explanation, a Foreign Ministry spokesman said here yesterday.

Herr Jürgen Curobog said Bonn would receive no visits by Syrian government members until further notice and the activities of the Syrian Embassy here would be examined. The Syrian Arab Airlines, which at present makes four flights a week to West Germany, would also be told to reduce its staff here.

Meanwhile, the West German government yesterday approved new anti-terrorism measures, including a "supergrass" law, as security men stepped up their hunt for terrorists who attacked a senior civil servant in West Berlin on Tuesday.

The extreme left-wing "Revolutionary Cells" terrorist group, which is close to the notorious Red Army Faction, later claimed responsibility for the attack. Earlier on Tuesday, the group had also said it was behind a bomb attack on the headquarters of the Lufthansa airline in Cologne which caused damage but hurt no one.

The question of a replacement for Dr Herbert Weöckel, the Ambassador, who has been in Damascus since September, 1981, and is due to

return to Bonn soon on the expiry of his tour of duty, would depend upon the outcome of the trial in West Berlin of Ahmed Hasi, a brother of Nezar Hindawi, Herr Chrobog added.

Mr Hasi is to go on trial on November 17 charged with a bomb attack on the German Arab Society in West Berlin on March 28 this year in which nine people were injured. He is also suspected of involvement in the bombing of the La Belle disco in West Berlin on April 6 which killed three people and injured more than 200 others.

Mr Hasi has told police that he obtained the explosives for the attack on the German Arab Society from the Syrian Embassy in East Berlin. He also said that Hindawi had master-minded that bombing and arranged for a Syrian explosives expert to travel to West Berlin to repair a bomb that had failed twice to explode.

Herr Hans-Dietrich Genscher, the West German Foreign Minister, said on Tuesday that Bonn supported all of Britain's calls for effective EEC measures in the fight against international terrorism.

In Tuesday's Berlin attack, Herr Harald Hollenberg, aged 54, the chief of the Aliens Office, was shot in the legs as he left his home to go to work. His attackers, a young man



aged about 20 and a woman fled the scene on bicycles and were then seen getting into an estate car driven by another man.

A letter from the terrorists said they had shot Herr Hollenberg because he was a "man-hunter and desk criminal" who was responsible for the deaths of six Third World asylum-seekers in a fire in a Berlin prison

where they were awaiting deportation.

Dr Kurt Rebmann, the Federal Public Prosecutor, yesterday took over the investigation into the attack as Federal Criminal Bureau anti-terrorist specialists joined the hunt for the terrorists. Dr Rebmann was also present at the Bonn Cabinet meeting which approved a package of new and tougher measures to

step up the fight against terrorism.

The measures include a controversial Bill which will allow terrorists to turn state evidence against their comrades in return for freedom or mild sentences. The "supergrass" law will be unique in German legal history, and the opposition Social Democrats and Greens are against it.

Mrs Kathrine Young, wife of the Counsellor at the British Embassy in Damascus, Mr Rob Young, and their daughter, Juliette, finishing their packing.

Tension has been mounting because of a Syrian press campaign accusing Britain of preparing aggression against the Syrian capital. British Embassy staff are due to leave tomorrow.

Beirut TV shows film of baby for hostage

From Juan Carlos Gnuccio Beirut

If Islamic Jihad were in a good mood, Mr Terry Anderson, the American journalist held hostage in Lebanon, probably had a chance last night to watch a one-minute videotape of the baby daughter he has never seen.

Lebanese television broadcast the film, a touching birthday greeting, after newspapers gave advance notice.

Mr Anderson, the chief Middle East correspondent of the Associated Press, was 39 on Monday. The film showed 16-month-old Sulome Theresa Anderson in a white dress hugging and kissing her father's smiling portrait while her mother read a message: "Terry darling, happy birthday, my love. I miss you very much. Our daughter misses you too. She knows you, she calls 'Papa-Dada' all the time and showers your picture with kisses. She is a good girl and a great comfort with you awa, especially since she is so much like you. We want you with us, darling. God willing it will not be long."

Mr Anderson was abducted in Beirut on March 16, 1985.

Beirut fighting: More Sunni Muslim militiamen were deployed yesterday to halt Palestinian-Shia fighting at refugee camps in south Lebanon (Reuters reports).

Zimbabwe white 'vigilantes' arrested

From Michael Hartack Harare

Zimbabwe security police have detained four whites who are alleged to have formed a vigilante group and assaulted blacks after university students and Zamu (PF) youthwing activists beat up white pedestrians and motorists in last Tuesday's riot here.

The students reacted to reports that South Africa was responsible for the death of Mozambique's President Samora Machel by attacking South African and Malawian airline and diplomatic offices, and the United States Embassy. American diplomats have complained that police failed to intervene.

About 50 white passers-by were beaten up, including reporters and cameramen.

University students said four of their number were abducted and severely assaulted by a group of nine white "vigilantes" while making their way back to the campus.

Police detained 98 students during the city centre violence, but later freed them "pending further inquiries" so they could do their examinations.

A police spokesman said the names of the four whites being detained would not be disclosed while they were "helping police with inquiries".

The Ben Gurion game

Guessing what the Old Man would do

From Ian Murray, Jerusalem

There is a popular game among Israeli politicians and commentators called "What would the old man do?" It is a leadership game, in which the winner is the one who guesses what David Ben Gurion, the grand old man of Israel, would have thought or said about a current problem.

This is the year of Ben Gurion's centenary and the game is now at its most fashionable.

At a special opening session of the Knesset on Monday, Mr Shlomo Hillel, the Speaker, argued that the Old Man today would be pressing hard for Israel to develop its agricultural system.

Ben Gurion, he argued, was a pragmatic idealist who had been prepared to defy military, political and economic experts to remain true to Zionist hopes. For him those hopes lay in work, security, the conquest of the Negev Desert and in encouraging immigration.

Other players of the game include Mr Shimon Peres,



Ben Gurion was prepared to defy experts to remain true to Zionism

who has personally chosen to pursue that idea of taming the Negev. Since stepping down as Prime Minister last week, he has taken over the chairmanship of a special new committee which is to concentrate on developing the desert.

Today, the dream Ben Gurion had of settling the desert and turning it into a thriving area of the Jewish state he founded is still a dream. For some of its early settlers it has become a nightmare.

According to Mr Aharon Yadin, secretary of the United Kibbutz Movement: "The Negev has become a peripheral area. The number of people leaving exceeds those settling there. The problem is not one of money, but one of vision."

According to the chairman of the Jewish National Front, Mr Moshe Rivlin, every Negev town is losing population, factories and shops are closing, unemployment is rising and thousands of apartments are standing empty.

The Negev Assembly, which represents the area's settlements, threatened to boycott the Ben Gurion centenary celebrations until Mr Peres gave a promise that he would personally ensure that the desert was high on the Government's list of priorities.

The special Negev ministerial committee has already

been bombarded with complaints that the government has failed to move industry south to create the jobs needed to realize Ben Gurion's dream. Mr Peres is promising now to build a new settlement in the desert, Kfar David, within the next two years. Fifteen volunteer settler families are ready to move in, but the money will have to come from overseas.

Money could soon come if the desert realizes its potential as the power plant for the nation. Mr Moshe Shahal, the Energy Minister, has just announced a \$26 million (£18 million) plan to build a five-megawatt power station in the desert, burning the oil shale found there to produce electricity for the national grid.

Ministry officials say that there are some 10 billion tons of oil shale in the Negev, enough to supply the country with electricity for the next 50 years.

Another \$500,000 is to be spent prospecting for uranium and other ores, which could be plentiful. A \$1 million experimental wind turbine centre to test the energy potential of the hot desert winds is to go up. A \$4 million solar energy research centre is also planned.

Scientific advance of this sort would certainly please Ben Gurion, who founded a University of the Desert centred on his home there at Sde Boker. Ben Gurion and his wife, Paula, are buried there, in a grave which looks out across the barren Wilderness of Zin, which he dreamt of taming.

For Mr Yitzhak Shamir, the new Prime Minister, the answer to the leadership game is to encourage and fight for the immigration of Jews from all over the world and then to settle them on the land.

Economic growth, he told the Knesset in his inaugural address last week, was essential to the fulfilment of the Zionist goals "above all, Aliyah (immigration to Israel)".

In his idea of a Ben Gurion-inspired Zionist economy he focused on "the supreme value of settlement throughout the land of Israel. We will not discriminate between one part of the country and another: just as there is one people of Israel, there is one land of Israel."

His idea of settlement includes not only the Negev but the occupied territories. Mr Peres, only too aware of the problems this poses for the peace process, dreams of diverting settlement into the empty Negev, and he is doing all he can to see the dream of the Old Man to help him.

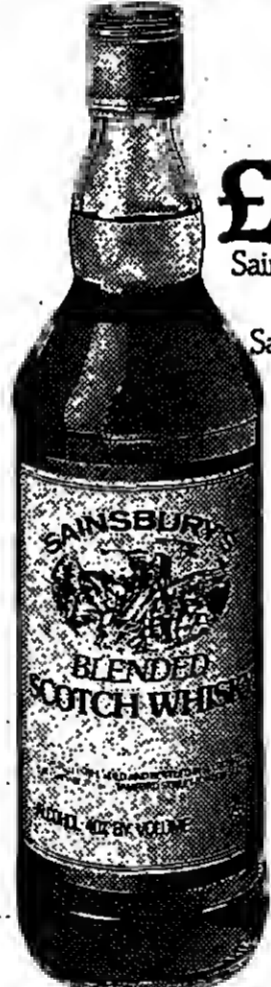
The trouble with the game is that there is no way of knowing the correct answer.

Ben Gurion left behind him one of the most minutely detailed records of any great man's life. His diary, written in four copies, documents everything he did and wrote from 1915 to his death in 1973. He even took notes of conversations he was having, a habit people found very disconcerting as they sat with him.

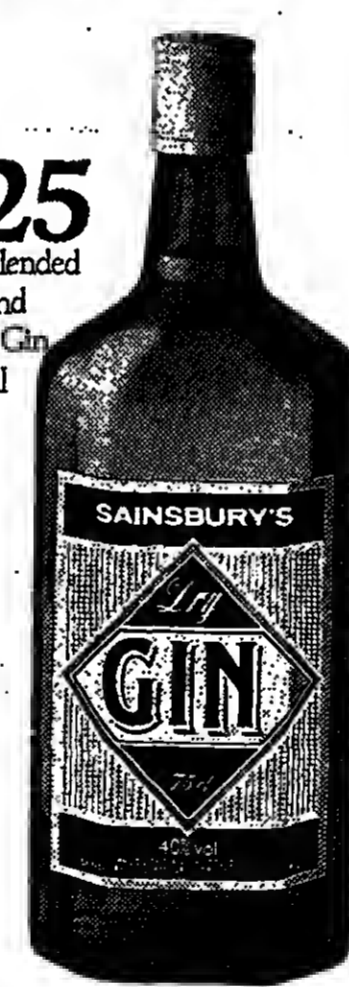
The result is that it is possible to find contradictory opinions and ideas sprinkled throughout his writing. There is comfort and criticism for all.

His legacy, acquired by dint of stubborn single-mindedness, is the very existence of the state of Israel. But leaders who look to him for guidance about how to run the state of Israel today find contradictory idealistic inspiration more often than practical advice.

Autumn windfalls from Sainsbury's.



£6.25
Sainsbury's Blended Whisky and Sainsbury's Gin each 75cl



Sainsbury's Home Produced Fresh Beef Mince	per lb	86p*
Sainsbury's Lean Cubed Braising Steak 15-17ozs	per lb	£2.16
English Cox's Apples (loose)	per lb	35p
Sainsbury's Beans in Tomato Sauce	447 g	16p
Jacob's Cream Crackers	200g	20p
Sainsbury's Ready to Serve Soup (excluding Gourmet Soups)	15oz	24p
McVitie's Jaffa Cakes		33p
Sainsbury's Red Label Tea Bags (80)	250 g	79p*
Kellogg's All Bran	750g	85p
Sainsbury's Spanish Sherries	75cl	£2.69

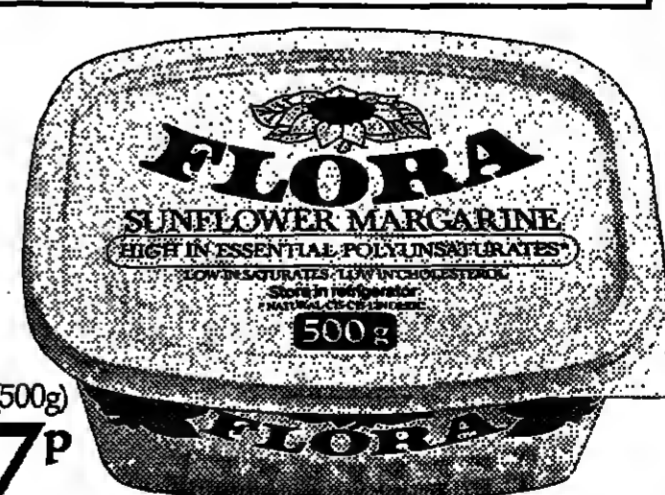


£1.95
Sainsbury's Claret (70cl)

Sainsbury's Irish Cheddar 99p per lb



Flora (500g) 57p



74p Sainsbury's Mince (822g)



47p Robertson's Golden Shred (1lb)



Sainsbury's Wholemeal Sliced Bread 42p 800g



Good food costs less at Sainsbury's.

*PRICE VALID UNTIL NOVEMBER 1ST. ALL MERCHANDISE IS SUBJECT TO AVAILABILITY. SOME LINES ARE AVAILABLE AT LARGER BRANCHES ONLY.

Police prepare to storm Seoul campus held by 1,000 students

Seoul (Reuters) — South Korean riot police massed in the grounds of a Seoul university last night, preparing to storm campus buildings and arrest nearly 1,000 radical students holed up inside.

The students, who occupied the library and four other buildings at Konkuk University on Tuesday night after police broke up a major anti-government rally, splashed petrol around the buildings and threatened to burn them down if police moved against them.

Police said state prosecutors ordered them on to the campus to detain all the protesters. A police spokesman said formal charges would be brought against all those who led the occupation and Tuesday's demonstration.

Students told reporters they would end their sit-in if the police withdrew from the campus and guaranteed their "safe return home". But police refused to meet the protesters' demand and barred entry of food and drinks to them.

Some protesters lit bonfires on the roof of a building as temperatures dropped to below zero last night.

Government officials said many of the protesters might be charged with breaking the tough national security law, which bans all pro-North Korean activities and carries a maximum penalty of death.

The radicals shouted slogans against the government of President Chun Doo Hwan and called for the withdrawal of 40,000 American troops stationed in South Korea.

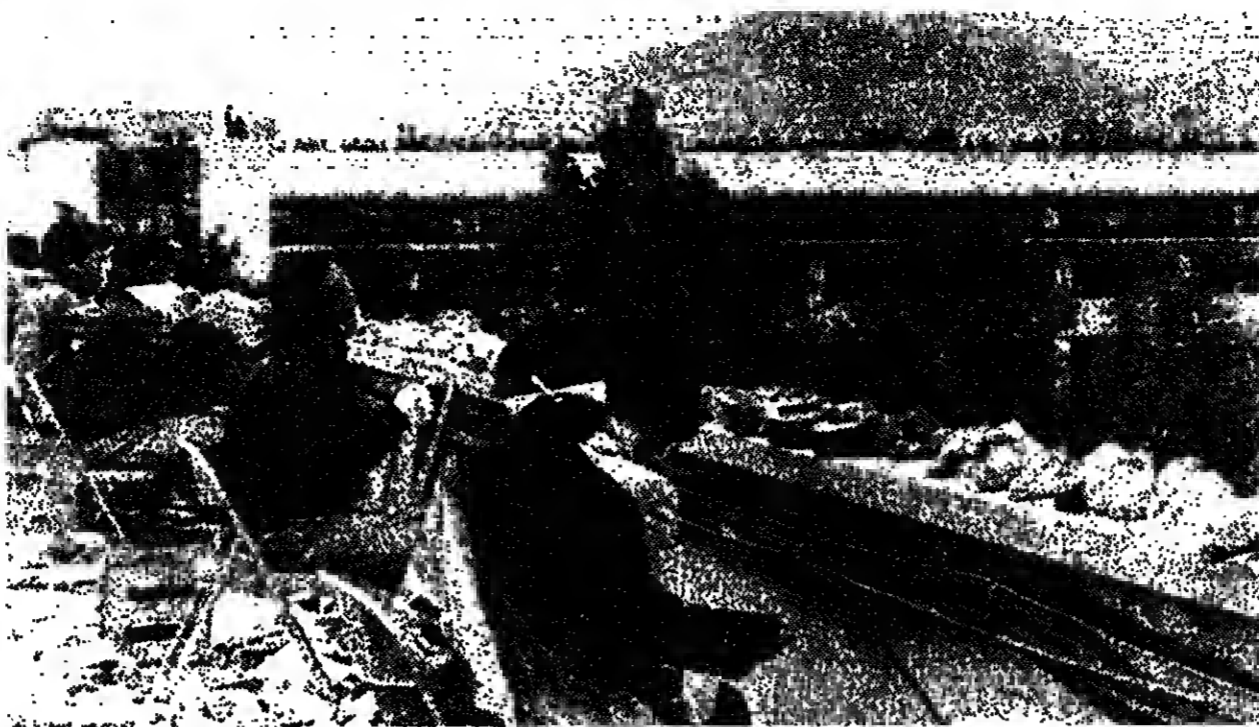
They also accused the government of fabricating pro-communist charges against students.

After Tuesday's campus demonstration, during which 95 students were arrested, Konkuk University suspended all classes. At mid-afternoon yesterday, 115 students left the library and surrendered to police, saying they were caught up in the occupation against their will.

About 2,000 students from 26 universities and colleges attended yesterday's rally. They burned effigies of President Chun, President Reagan and of the Japanese Prime Minister, Mr Yasuhiro Nakasone, and shouted "Down with military dictatorship" and "Out with US and Japanese imperialism," witnesses said.

The government is waging a major crackdown on students, workers and other activists it says are echoing communist propaganda.

Earlier this month an opposition MP was arrested for a speech in the National Assembly in which he said the country's main policy should be reunification with the north rather than anti-communism.



Masked student demonstrators on the roof of a building at Seoul's Konkuk University during their sit-in protest yesterday

French fly riot police to islands

Noumea (AFP) — France was flying in 30 riot police to its remote Pacific territory of Wallis and Futuna islands, where a state of emergency was proclaimed yesterday, the French High Commissioner in New Caledonia announced.

An official said that there had been local agitation after a decision to transfer a number of civil servants.

M Jacques le Henaff, the Administrator of Wallis and Futuna, said the normal functioning of the administration was being questioned.

Poll shows Aden's strength

By Nicholas Beeson

The South Yemeni elections which end today are seen by Western diplomats as a signal that the country's new leadership feels confident and strong nine months after taking power in a bloody coup.

Some 176 candidates from the Marxist South Yemeni Socialist Party and independents are contesting 111 seats for the People's Supreme Council, in conjunction with local council elections.

The election, only the second since the state gained independence from Britain in 1967, come in the wake of January's fierce street battles in Aden, when President Muhammad fled the country with 6,000 supporters to the rival state of North Yemen.

In spite of appeals from the exiled leadership to boycott the elections, a Western diplomatic source in Aden said yesterday that President al-Atasi had consolidated his position substantially and a high turnout was expected.

Reports received in Aden said that some of the 660,000 voters are being forced to vote by the Government's "defence committees", but one source said the elections in themselves are an indication of the Government's feeling of security.

Although South Yemen is still "100 per cent allied to the Soviet Union", the new Government is seen by Western diplomats as more moderate.

Long-regarded as one of the hardline Middle Eastern states with close relations with Libya, Syria and Iran, Aden this year has distanced itself significantly from Damascus and is improving ties with Iraq.

"South Yemen can no longer be accurately placed in the hardline camp," commented one Aden-based diplomat, who predicted that the country would seek to improve relations with the West.

Delhi Cabinet reshuffle Gandhi clips wings of his leading potential rivals

From Michael Hasnly, Delhi

Mr Rajiv Gandhi, the Indian Prime Minister, has shown that, like his mother, Mrs Indira Gandhi, he will not allow other politicians to grow so powerful that they could be a threat to his own position either in the Congress Party or in the country.

The reshuffle in his Council of Ministers which he carried through last week has shown a sure, ruthless stroke in attacking the ambitions of several powerful men.

Mr Arjun Singh, for example, who is said to be losing his post as vice-president of the party, has been brought into the Cabinet with a relatively undemanding portfolio as Minister of Communications.

Mr Bhajan Lal, who was promised a Cabinet job in return for resigning as Chief Minister of Haryana, has been given the even more exigent responsibilities of the Ministry of Environment and Forests.

But it is Mr Arun Nehru, who until earlier this year was spoken of as the second most powerful man in India, who has been most ruthlessly dealt with. The 42-year-old former businessman, who entered politics only six years ago, was spoken of as "the fastest rising star in the firmament of Rajiv Gandhi's Government", despite being only a junior minister, and not having independent charge of a department. Now he has been turfed out, and no other post has yet been announced for him.

Only a year ago he was given charge of the profoundly sensitive internal security portfolio within the Home Ministry.

His job description listed 52 areas under his control, and they included the Intelligence Bureau, all the paramilitary police forces and all police training. The presidential statement announcing his appointment made specific mention that his department was created to eliminate all threats to the "integrity of India", a catchall which gave him entrée to every law enforcement agency in the country.

But that was not the full extent of his power. Since administration of the police is a state subject, his job brought him into contact with every Chief Minister, and into a position of considerable political patronage. He owed at least something of his rapid rise in politics to the fact that he and Mr Gandhi are third cousins. His great-grandfather and Motilal Nehru, Jawaharlal Nehru's father, were brothers.

In his business career, Mr Nehru had risen rapidly through the sales side of the paint manufacturer, Jenson and Nicholson. When the company bought out its British owners he was one of the bright young executives who took control. Six years later he became the company president.

For some years he had been helping his younger cousin, Sanjay Gandhi, the Prime Minister's more political brother, and when Mrs Indira Gandhi was looking for someone to fight what used to be her seat in Rae Bareilly, in Uttar Pradesh, her eye lighted on

Mr Nehru. She wanted to keep it in the family.

He took to politics like a teal to a barn, and became one of Mr Rajiv Gandhi's kitchen cabinet, advising the heir apparent on modernizing politics, using up-to-date business methods. When Mr Gandhi became Prime Minister, Mr Nehru's direct access to him the fact that he relied on him for advice, made him immensely powerful.

Added to that was his own taste for the trading and deal-making that politics required, but which the new Prime Minister seemed to dislike. Mr Nehru could wag his finger and summon senior Cabinet colleagues.

When he was first made a junior minister in the Power Ministry he caused consternation in his senior minister by arriving early and commandeering the minister's office.

He gained a reputation for arrogance. His power began to be resented. He was represented as setting himself up as an alternative prime minister, a man who was available should Mr Rajiv Gandhi stumble.

Eventually he and Mr Gandhi seemed to fall out. When Mr Nehru had a mild heart attack earlier this year, it was noted that Mr Gandhi did not visit his bedside. While he was recovering his duties were transferred to a much more junior minister. Finally, civil servants loyal to him were transferred by the Home Min-



Mr Arun Nehru: dealt with ruthlessly

ister, Mr Bata Singh, to other, less crucial, positions.

Even his political clients began to be badly treated. Mr Sitaram Kesari, for example, a Nehru follower, was denied a party ticket for the recent Rajya Sabha elections, and is among those ministers also dismissed in the present reshuffle.

The first victim of the sackings which followed the abortive attempt on the Prime Minister's life earlier this month was Mr Nehru's wife's brother, Mr Gautam Kaul, head of the Delhi police security force.

It is suggested that the present round of ministerial changes was postponed for some weeks (there have long been rumours of an impending reshuffle) while Mr Nehru refused another junior post, and fought either to save his present job or for promotion to the Cabinet.

In the end, however, Mr Gandhi has shown that he is capable, as Mr Atlee suggested all good prime ministers should be, of being a good butcher.

On-off curfew in Amritsar

Chandigarh (Reuters) — Indian authorities imposed, then lifted, a curfew on the Sikh holy city of Amritsar yesterday as police tightened security in Punjab to prevent Hindu-Sikh clashes.

The curfew will be reimposed tomorrow, when two militant Hindu groups and a hardline Sikh group have called for demonstrations.

Briton in Bhopal court plea

Delhi (Reuters) — The Indian Supreme Court agreed yesterday to hear Mr David Bergman, a Briton whose advocacy of Bhopal gas disaster victims' rights landed him in jail in the Indian city where 2,000 people died.

Mr Bergman, aged 21, said India's highest court had agreed to hear his plea that he be allowed to remain in India, that an order restraining him to Bhopal be lifted and that other charges be dropped. The hearing is scheduled for today.

"I want to stay in India, to get all the charges cleared and to continue to be allowed to work in Bhopal," Mr Bergman said.

At the time of his detention, police, while not commenting officially, told local reporters that he had obtained confidential documents and might be a spy for Union Carbide, which owns the pesticide plant that leaked a lethal cloud of methyl isocyanate gas in 1984.

Mr Bergman, a law graduate from Birmingham, fled from Britain to India, arriving in February 1986, to raise money for the victims of the disaster.

He has said the charges are baseless and that the Madhya Pradesh state government is conducting a campaign against volunteer relief workers to cover up official inactivity.

Pakistan clash over bomb blast

Peshawar (Reuters) — Police clashed yesterday with an angry crowd which ransacked through this Pakistani border city in protest at a bomb blast on Tuesday that killed six people and injured 20.

Witnesses said police fired tear gas and made baton charges to break up groups of demonstrators as markets were shut in a protest strike in the city, capital of the North-West Frontier Province bordering Afghanistan.

The witnesses said students and opposition supporters set a bus ablaze, damaged other property and hurled stones at police in pitched battles. The protesters charged the Government with failing to protect people from bombings blamed on Afghanistan.

The province is host to an estimated three million Afghan refugees, and the main Muslim guerrilla groups fighting the Soviet-backed Government in Kabul have their headquarters in or around Peshawar.

ISLAMABAD: At least two students were shot and killed in a clash between police and students at the Lahore Engineering University late on Tuesday night (Hassan Akhtar writes).

Police were said to have forced entry into a university hostel to eject some unauthorized occupants.

It's where the investment connoisseur keeps his readies.

It's called the NatWest Special Reserve Account. It's rather select.

And all you need to take advantage of it is a NatWest Current Account, plus £2,000 or more to invest. (After that £250 is the minimum deposit or withdrawal.)

On the one hand, you'll enjoy all the benefits of a higher interest investment account. (You'll earn a healthy 7.625% net on £2,000 to £9,999 and reap 7.75% net on £10,000+.)

7.625% or 7.75%
(£2,000-£9,999) (£10,000+)

On the other hand, you can make withdrawals through your Current Account without any advance notice. This allows your investment to earn interest in full, right up until the last minute.

What's more, any Current Account linked to a

Special Reserve Account will be free of the normal account charge. Provided it's in credit, of course.

All of which leaves just one question. Why isn't your money enjoying the same privileges? Ask about a NatWest Special Reserve Account.

Cut the coupon, or pop into NatWest and we'll give you all the information you need.

It's reassuring to know that your investment is always at the ready.

Please send me more information about the SPECIAL RESERVE ACCOUNT

Name _____

Address _____

Postcode _____

To: The Manager, National Westminster Bank PLC, FREEPOST, Hounslow TW4 5BR.



Handwritten signature or scribble at the bottom center of the page.

THE ARTS

Doubts turn into fears

OPERA

La traviata Covent Garden

This was no way to start a new season. Misgivings have been expressed on this page before now over the Royal Opera's declining ability to handle the popular Italian works which have to be among the corner-stones of the house repertoire...

form the posture of a society hostess, even one who on this occasion appeared to be serving her guests an insipid-looking white wine punch from water jugs.

There were moments of vocal promise, notably in "Dite alla giovine" and parts of the final act. But for much of the rest of the evening the voice was too busy finding itself, treading slippery ice and then sliding a bit or simply just retreating when progress was about to be made.

Against this uncomfortable and self-absorbed Violetta it was no surprise that Arthur Davies's first Covent Garden Alfredo showed him a bit below his best. He wisely declined to put too much pressure on the voice, except properly in the "Mio rimorso" cabaret, and kept to a light and blessedly lyrical interpretation of a good-looking young boy suddenly in love.

The Russian baritone Yuri Mazurok has a notable legato line and seems to take even fewer breaths than Cappuccelli, who gives the impression of living almost without oxygen.

Yuri Simonov took an almost metro-nomic approach to this most emotional of pieces, so that the heartbeats of "Parigi o cara" sounded much like the death-rattle of the final scene. The tempi chosen were often intolerably slow, even taking into account the substantial pauses Aliberti used from time to time.

The applause at the end was courteous and very, very brief. The audience had had a long evening with few rewards and were anxious to get home. No, this was indeed not the way to start the '86-'87 season.

John Higgins



The boy suddenly in love: Arthur Davies as Germont with Lucia Aliberti as Violetta

Charming enterprise all too sustained

Königskinder/Tancredi Wexford Festival

This year's Wexford Festival was under threat, but a determined rescue operation was mounted and all the planned performances were saved.

The opening production was Humperdinck's Königskinder, a sad tale of the goose-girl who falls in love with the king's son. The opera, first performed at Munich in 1897, has never enjoyed a success to equal that of Hansel and Gretel four years earlier.

It is, as Mrs Cockburn observed with dry understatement, "a slightly colonial existence" — and one that could be done justice only by the comedic talents of an Evelyn Waugh. Somewhere outside these cushy enclaves, of course, dissidents are being harassed and enormous files promulgated.

Freedom of choice should never be confused with independence of thought. In this context, it was significant that the only overt censorship on display came from the British Embassy.

The KGB, huddled under umbrellas in groups of three ("one can read, one can write, and the third is there to keep an eye on the intellectuals") were simply present for light relief.

Martin Cropper



Daniela Bechly's winning goose-girl in Königskinder

heldenoper, sounded rather dry earlier on but, as a more lyrical straja made itself heard in the second and third acts, so he added welcome vocal warmth.

There was an outstanding performance, as the Fiddler, by Sergei Leiferkus, a baritone who has at his command an exquisitely beautiful tone and powerful dramatic projection.

The which (an imposing assumption by Pauline Tinsley) has a noteworthy passage of sibilant venom, accompanied menacingly by timpani, but a lengthy first act is, in the main, short-breathed and fragmented in its musical effect.

Peter Orr

DANCE

Extemporary The Place

The two works given by Extemporary Dance Theatre at The Place on Tuesday night must both have been a lot of fun for their performers.

In Elbow Room Game, we read, the choreographer Laurie Booth mostly gave the actions for the dancers themselves to make up into sequences, and prescribed certain rules to be followed.

It puts an awful lot of responsibility on the performers, which most of Extemporary's team are not up to. The outcome is busy but chaotic, sincere but naïve.

Both choreographers, I must mention, were offered the assistance of two young men to make noises during the action. Wearing identical pyjama-type garments, both pointed-nosed and crop-headed, this pair bang various innocent instruments mercilessly.



A hint of self-consciousness: Nigel Charnock and Yolanda Snaith in Audible Scenery (photograph by Dee Conway)

Patton sensibly banished them to one-minute breaks between three-minute sequences of movement, during which time they set out to prove how unpleasant whistling can be made to sound.

The only dancer who did well in both works was the man who calls himself just Tam. Extemporary's longest-serving member, his smooth, soft movement gives him a head start over others brought in specially for this programme.

One puzzle: what was a small, cuddly, toy koola doing on top of the on-stage lighting control unit amid all this supposed modernism and experiment?

John Percival

Insular freedom

The Maclaren of Maclaren, Press Attaché to the British Embassy in Moscow, lives in a foreigners-only department block with a Sloaneish wife who has long abandoned her early inhibitions at knowing their bedroom to be the object of electronic eavesdropping.

Across Moscow, in a Russian apartment block, the Morning Star's correspondent sends her children in a Russian school and — uniquely, it seemed — speaks the local language.

TELEVISION

Filed in the aftermath of Chernobyl, Caviar and Cornflakes (BBC1) had the makings of a farcical soap-opera: on the one hand, a microcosm of British insularity peopled with anachronistic remittance men who have only tangential connection with the high octane of international politics;

It is, as Mrs Cockburn observed with dry understatement, "a slightly colonial existence" — and one that could be done justice only by the comedic talents of an Evelyn Waugh. Somewhere outside these cushy enclaves, of course, dissidents are being harassed and enormous files promulgated.

Freedom of choice should never be confused with independence of thought. In this context, it was significant that the only overt censorship on display came from the British Embassy.

The KGB, huddled under umbrellas in groups of three ("one can read, one can write, and the third is there to keep an eye on the intellectuals") were simply present for light relief.

Martin Cropper

ROCK

The Residents Hammersmith Palais

The Residents from San Francisco have recorded at least 25 albums in 14 years, without surrendering the anonymity of their individual identities, which they have protected by wearing eyeball headpieces or other disguises when in public.

Ironically, in seeking to overturn so many of the conventions of rock music performance, the Residents merely underlined why those conventions exist. Light shows enable you to see the performers; knowledge of who the performers are enhances interest in what they might be doing.

Although the show was obviously meticulously rehearsed and systematically executed, weirdness alone could not compensate for the humourless denial of so many performance norms. The challenge was reduced to how long one could endure such an air of claustrophobic monotony.

Count yourself lucky they do not live in your street.

David Sinclair

CONCERTS

London Sinfonietta Voices Bloomsbury Theatre

Irony of low ditties being put into learned polyphony, an irony that now seems quaint. The most faithful performance might be a wholesale reinterpretation: perhaps a piece of sophisticated electronic music using sound-tracks from television advertisements.

Berio's Cries of London is merely a statement of the problem, a vision of the old masters through splintered and frosted modern glass — though its self-consciousness as a performance made it a very suitable piece to be presented on stage.

Op 73 set V narodnim tonu, the vivid sexual allegory "Jahody" and the magnificently fervent "national anthem" from The Jacobin should surely be in every serious recitalist's repertoire.

The problem is, of course, that Czech pronunciation does not fall easily on every singer's lips. The four performing here were exemplary in this respect, and the women — Carol Smith and Felicity Palmer — also commanded the vibrant, hard-edged tone one associates with Central Europe.

For Johnson used the medium of Dvorák's songs to trace the gradual erosion of German domination of Bohemian culture, the new acceptance of the Czech language as a suitable vehicle for lyricism, and music's symbolic position in the nascent nationalism.

Dvorák emerged as a naïve but obstinate champion for his country, and Brahms as a genuine and generous ally in the "enemy camp".

The fact that so much could be made of some rarely-heard songs suggests that Dvorák's lyrical output has been seriously underestimated. Nearly everyone can burn "Kdyz mne stará matka" (possibly better known as "Songs my Mother Taught Me"), but the serene

listening to themselves, and playing to their widely varied audiences which has now made them one of the most highly-skilled chamber groups on any concert platform.

Tuesday's audience of well over 300 stretched back into the shadows of the Queen Elizabeth Hall, yet Domus continued to work by drawing the listener in rather than by projecting the music out. The sound is slim, light, intensely active. Mozart's E flat Piano Quartet barely touched the ground, so fluid and finely modulated was its phrasing and repartee.

Susan Tomes, pianist and founder member, sparks the action from the keyboard with quicksilver suggestions and anticipations, and tricking passages of harmonic gear-change. The alacrity with which violin (Krysia Osostowicz), viola (Timothy Hugh) and cello (Timothy Hugh) pass the parcel of ideas and responses came into its own in their Faure Piano Quartet in C minor.

This is the work which has just won them the Chamber Music Record of the Year award, and it is easy to see why. They dare to start and finish in the eye of the storm, insisting on the spirit behind Fauré's refinement, the boldness within his subtlety, and recognize that here the piano, too, is at heart a stringed instrument.

Hilary Finch

Songmakers' Almanac Wignam Hall

The "song and story" recital which the Songmakers' Almanac has made its own can occasionally veer close to dilettantism, when the ditties so painstakingly researched by the pianist Graham Johnson and his colleagues are clearly second-rate salon fodder. But in this Dvorák programme, "Songs from the Old World", the musical material smouldered with passion, and the underlying theme was concerned not with the peripheries of 19th-century musical life but with a central — perhaps the central — issue.

For Johnson used the medium of Dvorák's songs to trace the gradual erosion of German domination of Bohemian culture, the new acceptance of the Czech language as a suitable vehicle for lyricism, and music's symbolic position in the nascent nationalism.

Dvorák emerged as a naïve but obstinate champion for his country, and Brahms as a genuine and generous ally in the "enemy camp".

OPENING PERFORMANCES

Will Evans and Valentine's TONS of MONEY

ALAN AYCKBOURN directs the first of the legendary 1920's farces. SIMON CADELL plays the financially embarrassed husband of POLLY ADAMS (Louise) with MICHAEL GAMBON as their butler

Lyttelton: LOW PRICE PREVIEWS tonight, tomorrow at 7.45, Sat at 2.15 & 7.45, Nov 3, 4, 5. Press Opening Nov 8 at 7.00. Then Nov 7, 8 (m&e), 10, 11, 12 (m&e). (*performs Nov 5 starts at 8.00, not 7.45 as in leaflet)

NATIONAL THEATRE Box Office & Credit Cards 01-928 2252 Standby — unsold seats at low prices from 2 hours before performance

end Strike at GM gear up to leave S Africa From Kay Kennel Johannesburg... COPENHAGEN attack on German offi... GCA GALLERIES... NATIONAL THEATRE... BIRMINGHAM... NOTTINGHAM... MANCHESTER... PALACE THEATRE... A DAZZLING RAINBOW MIX OF MUSIC, SONG AND ACTION! EVENING NEWS

A retirement income for the rest of your life. With Norwich Union you can enjoy real peace of mind.



You can take part of your pension fund as a tax-free lump sum to spend as you please.

Don't you wish you had a Norwich Union Pension Plan?

Norwich Union has created more pension for your money. If you're self-employed, or not in a company pension scheme, you can take out a Personal Pension Policy. This brings you, or your dependants advantages in terms of benefits (either on retirement, or should you die before), tax efficiency, and flexibility. With a Norwich Union with-profits Pension Plan you enjoy all these, as well as security, and returns that are consistently way above the average. Quite simply you get more pension for your money.

MORE PENSION FOR YOUR MONEY

The contributions you put into your pension secure you your own, personal pension fund. A pot of money if you like. Part of this, you must take as pension income. Part, you can take as a tax-free lump sum. The size of your pension fund depends on how well the insurance company performs – on the returns it gives on your investment. In this respect, Norwich Union has proved itself outstanding – year on year. The illustration shows just how well Norwich Union performance compares.

HOW NORWICH UNION MAKES YOUR MONEY GROW

Norwich Union is a master of investment, handling an £8 billion portfolio, with flair and care, in the most dynamic sectors of the economy – like ordinary shares, and property.

Our investment skills are reflected



Norwich Union and latest published industry (Money Management, August 1986) Personal Pension payout figures, based on money available to provide benefits for man aged 55 years exactly, who paid ten years' contributions of £100 per month and retired, aged 65, on 1st April 1986.

in the bonuses you receive. Yearly, your policy increases in value through a generous Annual Bonus.

Because of our great financial strength, we are often able, like last year, to declare a Special Bonus as well. These are permanent additions to your Personal Pension Plan. Once they are given, they cannot be taken away.

FAIR TO ALL OUR POLICYHOLDERS

When your policy matures, Norwich Union also pays an Additional (some companies call it 'Terminal') Bonus. Since this Bonus can vary, according to current investment conditions, Norwich Union places less emphasis on it than most other companies, preferring to give policyholders permanent benefits, rather than wait until the policy matures. This way, every with-profits policyholder shares in our success. A Norwich Union Policy isn't just superb value for money. It means you enjoy real security, and peace of mind.

CHECK WITH THE EXPERTS

Do seek independent financial advice, from an insurance broker, say. Your broker will be able to help you find the with-profits policy that most suits your needs – be it a personal pension, repaying a mortgage, or a means of profitable medium- to long-term saving. We're sure your broker will agree that by any objective measure, the value for money Norwich Union offers is extremely hard to beat.

You're better off the Norwich way.



BOOKS

New road to the Globe by way of Bodley

You may need a little more than the back of the legendary postage stamp to accommodate the known facts of Shakespeare's life...

Peter Ackroyd on the closest we have got to Shakespeare

THE COMPLETE WORKS By William Shakespeare Edited by Stanley Wells and Gary Taylor Oxford, £19.95

chosen the latter but, in the case of King Lear, they have printed two separate versions.

So this is the first edition fully to recognize the implications of one obvious fact - that Shakespeare altered his plays in the light of theatrical practice.

But praise for the scholarship of this edition must be tempered, at least in one respect. This is a modernized version of the plays and, although a second volume with the original spellings is promised...

It is closer, too, in another sense: in this age of spectacle and instantaneous performance, it is appropriate that an edition of Shakespeare for the Eighties should be more concerned with the theatrical aspects of his texts.

The language creates the reality, and the alternative lines here create an alternative world. The "Sunne" is not the "sun"; it is another object, in another constellation of language.

However, the editing of Shakespeare depends largely upon the temperament and the character of the editor; we no longer live in an age of science, and there are no "objective" editorial standards.

The pity is that any controversy over the decision may overshadow the painstaking accuracy of this edition in all other respects.

Look what is best, that others will see. Look what is best, that others will see.



Mutiny of the machine

SCIENCE FICTION Tom Hutchinson BURNING CHROME By William Gibson Gollancz, £8.95

Science fiction knows exactly how it got to its present from its past. It is the most self-aware of genres.

This collection of short stories maintains the brilliant impetus of his novel Necromancer and Count Zero, exploring again the Gibson world of urban decay built on mechanical marvels.

At once a lament and a critique, these stories show the way SF is being revived. Gibson, his fingers interestingly on the fast-forward button, shows the direction in which our literature might be headed.

Science Fiction: Ten Explorations, by C.N. Manlyve (Macmillan Press, £25). The author's scholarly - he's Reader in English Literature at the University of Edinburgh - analysis of such works as Asimov's Foundation Trilogy and Frank Herbert's Dune will be limited in readership because of price.

The Doings of Raffles Haw, by Arthur Conan Doyle (Greenhill, £8.95). Yet another golden oldie in more ways than ever, alchemists dreamed about it, in which a mysterious stranger comes to the Midlands countryside and builds a factory-sized laboratory...

Escaping from Ma Tod

This is not only the story of a minor genius, it is an escape story. The money Beatrix Potter made from her "little books" enabled her to leave her stultifying family home...

Victoria Glendinning BEATRIX POTTER Artist, Storyteller and Countrywoman By Judy Taylor Frederick Warne, £12.95

Warne. Mother, "remote and not a little frightening", was appalled, and in any case Norman died (from pericardial anaemia) within weeks of his proposal.

Linda Melvern is an extremely industrious reporter with considerable charm and an investigative bent. By luck or good judgement she decided earlier this year to write a book about Wapping...

Smoky signals from Wapping

Charles Wintour THE END OF THE STREET By Linda Melvern Methuen, £9.95

Mackenzie's rousing address to his troops, a full note of what the editor of The Times said, taken by a Times staffer, and an interview with Don Berry, the leading Sunday Times refusenik...

That system had been ordered in February 1985, shortly after a meeting in Murdoch's New York apartment when the plan for a new London evening, the London Post, first took shape.

Copenhagen attack on German office

Warne. Mother, "remote and not a little frightening", was appalled, and in any case Norman died (from pericardial anaemia) within weeks of his proposal.

Judy Taylor adopts her subject's common-sense approach, referring to the domestic tyranny endured by Beatrix without comment, and with rather less emotional colour than Beatrix used to describe the death of a pet mouse who fell off a chandelier and expired in the palm of her hand.

SATURDAY In The Times

Paperbacks: Boothroyd reviews crime Navrozov on popular verse

Take life in small doses

Newspapers are less entertaining than they used to be at watching fiction: at any rate of the short story kind. The conventional wisdom is that the short story is a dying art form in the United Kingdom...

SHORT STORIES Philip Howard BEST SHORT STORIES 1986 Edited by Giles Gordon and David Hughes Heinemann, £10.95 WINTER'S TALES Edited by Robin Barv-Smitth Constable, £8.95 THE OXFORD BOOK OF ENGLISH GHOST STORIES Chosen by Michael Cox & R.A. Gilbert Oxford, £12.95

trace it back to Apuleius and the younger Pliny. OK for giving small boys a delicious frisson after lights out, but a bit silly now we're grown-up. But there is no doubt that the taste for ghosts has survived into the age of electric light, television, and world war.

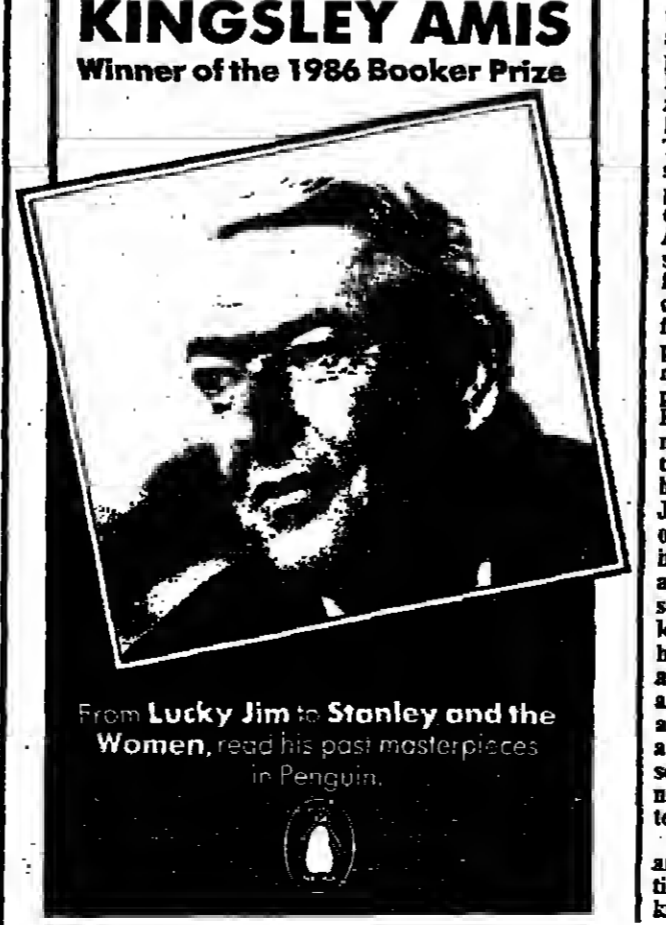
We liked it so much that we bought you one!

a book one turns to with constant pleasure, and which achieves the seemingly impossible task of being both lively and judicious at once. It is a book with much style and little prejudice.

The Times Literary Supplement is the world's pre-eminent literary weekly. It reviews over two and a half thousand books every year, of which The New Oxford Companion to English Literature (worth £17.50) edited by Margaret Drabble is one.

TLS The Times Literary Supplement Please send me a year's subscription to The Times Literary Supplement plus my free copy of The New Oxford Companion to English Literature. Name: Address: a) I enclose my cheque for £40 made payable to The Times Supplements. b) Please charge my credit card. Signed: Date: £40 please tick Card No: Please send this coupon together with your payment to: Linda Bartlett, The Times Literary Supplement, Priority House, St John's Lane, London EC4A 3DF, England. Offer is open to new subscribers in the UK only and closes on 31 October 1986.

THE OLD DEVIL'S DONE IT! KINGSLEY AMIS Winner of the 1986 Booker Prize



From Lucky Jim to Stanley and the Women, read his past masterpieces in Penguin.

CLIVE JAMES His sequel to UNRELIABLE MEMOIRS

Clive James Falling towards England His sequel to UNRELIABLE MEMOIRS

Falling Towards England

If you like books, you'll love Gentlepeople. At Gentlepeople, you meet the kind of intelligent cultured single professionals that you would expect to meet at the home of a favourite friend. We take the utmost care to introduce you to people whom we feel you will value as friends and possible lifetime partners. Call us for a complimentary consultation: 01-581 4393 01-245 0935 Gentlepeople Ltd 11 Knightbridge Green London SW1X 7QL Paperback £3.50 From booksellers now! PICADOR

Strike as GM gears up to leave S Africa From Ray Kennedy Johannesburg Three thousand strikers... a for court... CCA GALLERIES... The Times Literary Supplement...

Record maker with no flip side

THE TIMES PROFILE RICHARD BRANSON

He must have been awful at 18. His pale face, long hair and black-rimmed glasses peer out of the newspaper clippings of the day with all the chic, po-faced smugness of 1968. It was a time when the young were adored, few more so than the editor of *Student* magazine.

"Richard Branson does care," breathed Audrey Slaughter in the *Evening News*. "So does his editorial team. They're young themselves; they've probably suffered themselves. And they know the only way to get the agony of not being known where to turn for help." Those were different times. Nobody falls for gilded youth any more. But Branson is still cropping prep in the cuttings, smiling now and winking everybody uneasy. It is not to see why, for he is the one who has made a £250 million out of the by-products of

He was a laid-back, caring fellow like everybody else in the world. Now he is a Deed laid-back, but preparing the Virgin Group on Colorado seas.

Mr Gary Hammett in the next few weeks here. Branson was born in week for the I family whose menfolk tender for his six generations. It was a good sign his father was struggling from the way his way in the profession.

His mother, Eve Huntley-Flindt, had been a dancer — playing Peter Pan in London — and an air hostess in South America in the Thirties, when he had to wear an oxygen mask if you flew over mountains. They lived at Shamley Green, near Guildford in Surrey. Branson was sent away to school at eight. Academically he was pretty much a write-off, though he was an impressive athlete. He was sent to a grammar at Seaford, Sussex, where he improved enough academically to be admitted to Stowe.

By the age of 16 he had flung himself into preparations for a national magazine, first for schoolchildren and subsequently for students. He spent his time in the phone box outside the school library, soliciting ads for the first edition, and inside the library writing letters to names in *Who's Who*, demanding contributions. He estimates that he received one article for every 50 letters.

Then, with £3,000 worth of advertising under his belt, he left Stowe in the summer of 1967. In January 1968 the first issue of *Student* appeared. It was emphatically not a journal of the counter-culture. Branson's magazine copied the best professional products of the time — *Nova* and the *Sunday Colour Supplements* — and went for big-name interviews, plus practical issues of student life.

He printed 50,000 and sold them. The next three years were taken up with day-and-night busting for ads. Issues appeared once they were paid for. Even so, they did manage to reach a circulation of 100,000.

Then Branson's girlfriend became pregnant and, appalled by the



inadequacy of agencies available to help them, he set up the Student Advisory Centre in 1970. The baby was aborted and he proceeded to help his contemporaries with similar problems, plus the usual round of drugs and depression, from the crypt of a church in Paddington.

In 1969 Branson had, on a hunch, placed an ad in *Student* for cheap mail-order records. The response was embarrassingly large in view of the fact that Branson had no actual records. He could not go direct to the record companies, who were trying to prevent exactly the sort of price-cutting operation he was setting up. Eventually he found a shop-owner in the East End who would sell to him. Meanwhile, he had closed the magazine; Virgin mail order took off and publishing was, for the moment, abandoned.

But Virgin quickly grew over-confident. The company was landed with a £60,000 bill for back taxes, and at the same time, the whole business was threatened by a postal strike. Branson's lieutenant, Nick Powell, one of a growing band, was despatched to find a shop in Oxford Street. He came across an empty floor above a shoe shop at the eastern end. They took it, and on opening day in January 1971 the queue stretched all the way down to Tottenham Court Road.

Once more Branson was ahead of the game, but he had to move quickly. The big competitors, when they woke up, would want to stamp out this price-cutting upstart, so he had to grow as fast as possible. He opened shops across the country. Overheads were kept to the minimum; he was simply piling 'em high and selling 'em cheap.

For £25,000 the company also bought Shipton Manor near Oxford and started converting it into a

recording studio. In 1972 the Virgin record label was born with a world-wide success, Mike Oldfield's *Tubular Bells*. After hitting a bad patch in the mid-Seventies, when his first batch of musicians had fallen from fashion, the label was revived and the signing of the Sex Pistols in 1977 was followed by such Eighties successes as Phil Collins and Boy

George. Meanwhile the shops established themselves as more sophisticated megastores, retailing the diverse but all pop-related products now coming from the parent group — videos, books and so on. Gradually Virgin had become a loose collection of related businesses.

THE THOUGHTS OF BRANSON

- On public speaking: "People assumed I knew everything about being a student, so I was asked by German television to make a speech on the steps of University College. First there was Tariq Ali and Daniel Cohn-Bendit and then I forgot my lines after about two minutes. I've never done it since."
- On the name Virgin: "It goes with everything. I've often thought of setting up businesses just for the name — like Virgin Foods or a model agency called Virgin Girls."
- On the early days in business: "The motive was survival rather than making money. What we were really about was a way of life, doing things we were interested in."
- On his failed *Evening* magazine: "It was the only time I've ever had to lay people off. It goes without saying it was very unpleasant. At the same time, if you're not willing to take a calculated risk, you'll never do anything."
- On new projects: "I immerse myself completely in any new venture, then appoint people to run it and stand back."
- On unions: "It hasn't cropped up, but if somebody wanted to be a member they could be. If they did, though, I would think we had failed."

houseboat for £200 in 1967. Two years later he married an American artist, who persuaded him that she needed more space. They sold the boat and bought a house. His wife then fell in love with the purchaser of the boat and moved back in with him. They were divorced, and for the last 11 years he has lived with Joan Templeman, with whom he has had two children — Holly, aged four, and Sam, aged one. The latest houseboat in Little Venice is now his office. They have a London home nearby and a house near Shipton Manor.

Virgin, in the interval, has come into its own in the Eighties. It has become a major force in the leisure industry. Offices were opened rapidly in 20 countries, the payroll rose to 2,500 people and it turned over £325 million last year. Its most spectacular expansion was into Virgin Atlantic Airlines.

For the flotation, which takes place in the next few weeks, the airline will be split off as a separate company because the City does not feel such businesses are as instantly attractive as Virgin's core operations. Some 25 per cent of the company is to be offered. Branson owns 85 per cent, making him worth around £200 million. Most of his proceeds will find their way back into the business, some to buy out the airline.

Branson has again become a darling of the media; he indulges in stunts like breaking the record for crossing the Atlantic in a boat or abseiling down Centre Point for charity. Lately, he has taken on the Government's UK 2000 campaign to clean up Britain. The style reinforces the image of the rock and roll industrialist who made it big by being nice.

The houseboat that doubles as the head office of a £250 million corporation looks like the interior of the house of a polytechnic lecturer who had a bit of a time of it

BIOGRAPHY

- 1950: Born July 18 in Surrey
- 1967: Leaves Stowe School
- 1968: January 26, first issue of *Student* magazine
- 1968: Start of Virgin mail-order operation, Branson marries, but marriage breaks up after two years
- 1970: Starts Student Advisory Centre, now known as Help Centre
- 1971: First Virgin record shop opens in Oxford Street
- 1973: Virgin record label launched
- 1976: First Virgin nightclub, The Venue, opens
- 1977: Branson signs the Sex Pistols after both EMI and A&M have decided they are too hot to handle
- 1980: Downturn in record business leads to purge of non-profit-making brands
- 1984: Virgin Atlantic airline launched. Now flies London to Holland, Miami, and New York
- 1985: Virgin wins Business Enterprise award for company of the year. Attempt on Blue Ribband for crossing Atlantic fails when Virgin Atlantic Challenger sinks
- 1986: Branson put in charge of Government's £25m clean-up campaign. Breaks record for Atlantic crossing. Virgin to go public in November

Eating between the lines

Who better could have been entrusted with taking the curl out of the British Rail sandwich than steam buff and trencherman David Sumner? His credentials — he was formerly managing director of British Transport Hotels — are impressive, his figure expensive and his plans ambitious.

"My dream is that people will say on Sunday: 'Let's go to Cardiff for the day. We know we shall get a nice meal on the train.'"

As first-class passengers on the 12.30 InterCity from Easton to Manchester, we would have lunch brought to our seats. So we scanned the menu over gin and tonic (£1.75) and designer water (£5p for a small bottle). I was pressed to choose the chef's special of the day, an individual beef Wellington (£11.95). Mr Sumner opted for the fillet of sole *à la carte* (£8.95). We would both start with mushroom soup (95p).

Sumner and I arrived hot from the galley. The sauce on Mr Sumner's sole looked awful, flabby and glutinous. My beef Wellington seemed a winner until a stewardess poured thick brown gravy all over the pastry, but it was pretty soggy inside as well. The cauliflower was watery and overcooked under its cheese sauce.

This is *Cuisine 2000*, the latest in a series of BR catering innovations. Mr Sumner is currently converting one carriage a week to the new system. The food is prepared — cooked and chilled — by airline caterers at Luton and Manchester, put aboard the trains in the familiar airline trolleys and reheated in the galleys.

In theory, *Cuisine 2000* offers travellers a wider choice of dishes; in practice, the new menu looks little different from the one it replaces. The posh pub-grub style of cooking — no *novelle* nonsense here — is unashamedly masculine in its appeal, which seems to be commercially the right move because meal sales have increased by 50 per cent on trains converted so far. From the passengers' perspective, however, the real revolution happened overnight in the buffet cars when Telfer's, the pie people, and Trusthouse Forte took over BR's railway staff. In five months, sales of sandwiches on BR have more than doubled. Buffet business as a whole has increased by 150 per cent, Mr Sumner claimed.

Tucking into a plate of lavishly buttered toast on our homeward journey, he outlined some of his plans for putting a true taste of Britain onto the railways. I look forward to ordering a Cornish cream tea on West Country trains — with real cream.

Shona Crawford Poole

In effect, he has done nothing else. He speaks wisely of his business philosophy as something that may one day do the world some good by persuading other companies to treat their employees more sympathetically. But, on balance, he seems to have had as many rows, fought as many battles, and proved himself as ruthlessly determined to win as any other successful businessman.

"We are not trying to change society and we never were trying to change society," he says. "I didn't have any ideology, just some of the things that came out of the Sixties, like better treatment of minorities, which I happen to agree with."

While he speaks, Branson breaks off periodically to add to a long list of things to remember, which he keeps in an A4 spiral-bound notebook. Like many successful people, he seems one-dimensional and conscious of it. He reads little and was never interested in music.

Branson has been in perpetual motion since the Sixties: organizing, being gripped by successive enthusiasms and always wanting to go somewhere, to do something. Such all-purpose restlessness was, of course, the primary characteristic of that decade. In Branson's version it just happened to prove workable well into the Eighties.

Bryan Appleyard
© Times Newspapers Ltd 1986



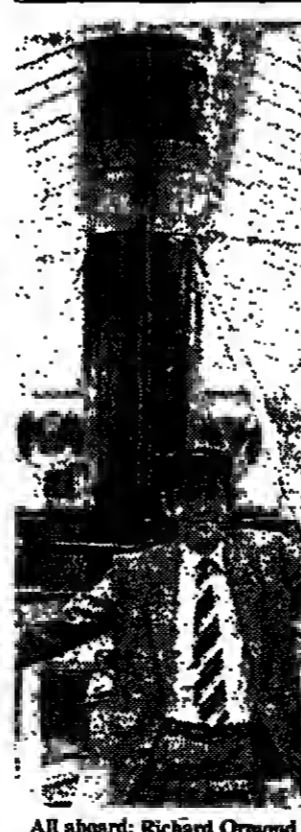
HOW WELL DOES YOUR COMPANY PRESENT ITSELF ON PAPER?

Launch parties, please

Richard Ormond dreams of a champagne bottle and someone with about £5 million to spare, the prerequisites for his most ambitious caper yet — a maritime museum on water. Outline proposals for the museum, partly in London's disused docks and partly in a building with a floor covered in water, have already been approved by the London Docklands Development Corporation. "It would be a sort of 12-month boat show," says Ormond, the new director of the National Maritime Museum (the one on land in Greenwich).

Ancient craft restored to at least river-worthiness will be back in their element, some giving rides, like the wonderful 1893 Thames Conservancy boat *Donola*, which looks more like a floating tea parlour than an official launch. Modern craft, too, will feature. The museum already has the Cowes Trophy winner, *Surfury*, the offshore powerboat.

From humble canoes to Thames barges, the Boat Centre has incredible hulks but no place to call home



All aboard: Richard Ormond on a tug in the Neptune Hall

tar type or age. "And we want to be able to offer free overnight berthing to interesting boats of all types," says Stephen Riley, Ormond's curator of ships and antiquities. "We want them to feel that the Boat Centre is a natural home, and it will mean that there is always something different to see."

Ormond and Riley hope that the legions of ancient boat

collectors, who form themselves into organizations like the Albert Strange Association and the Old Cliffs' Association, will see the Centre as their Mecca, and they will be consulting closely with the Maritime Trust, owners of the *Cutty Sark* (which will stay at Greenwich).

"We've been inhibited in acquiring things simply because we haven't had the space to display them," says Riley. Ormond adds: "There is no reason why many of our most ancient craft shouldn't be on the water — they have all been properly restored — and there is no reason either why we should not be looking at the most up-to-date boats, too."

CONCISE CROSSWORD NO 1093

ACROSS

- 8 Fossils study (13)
- 9 Charged atom (3)
- 10 Consequential time (3)
- 11 Step (5)
- 12 Lighthouse top (7)
- 16 Conveyance (7)
- 19 Balderdash (5)
- 22 Relating to childbirth (3)
- 24 English person (3)
- 25 By rote (6,7)

DOWN

- 1 Fracture support (6)
- 2 Descend steeply (6)
- 3 Porches (6)
- 4 Insistent (6)
- 5 S African settler (4)
- 6 Old age feebleness (6)
- 7 Constricting snake (6)
- 12 Navy recall force (1,1,1)
- 14 Wallet (8)
- 15 Rest in peace (1,1,1)
- 16 Performer group (6)
- 17 Guarantee (6)
- 18 Sea pink (6)
- 20 Damage (6)
- 21 Northern stout (6)
- 23 Island (4)

SOLUTION TO NO 1092
ACROSS: 1 Unwind 4 Quench 7 Nine 8 Aberrant 9 De-
cided 13 Pen 16 Emancipation 17 NBI 19 Hilarity 24 Pom-
der 25 Gib 26 Syntax 27 Notion
DOWN: 1 Uhu 2 Wonderful 3 Drama 4 Quene 5 Ears 6 Ca-
noe 10 Gosh 11 Shell 12 Decor 13 Parilla 14 Noel 15
Mean 18 Irony 20 Index 21 Apron 22 Fast 23 Able

UNIVERSITY OF WARWICK
Calling all Warwick Graduates!

The University of Warwick is celebrating its 21st anniversary. Graduates and diplomates of the University are cordially invited to attend the anniversary celebrations.

If you would like to receive your invitation, simply return the coupon on or before 3rd November 1986.

Surname: _____
Forenames: _____
Address: _____
Post Code: _____
Tel. No. (Daytime): _____ Date of Birth: _____
Title & surname of graduation (if different from above): _____
Degree Obtained: _____ Year of Graduation: _____
Subject(s) of Degree: _____

Return to: Rosemary Graham, Assistant Registrar,
Senate House, University of Warwick, Coventry, CV4 7AL
Telephone: (0203) 523773.

Dr. Miss 1550

SPECTRUM

Legacy of a 'dirty' childhood



When Esther Rantzen touched on the sexual abuse of children in March, the response was phenomenal. Tonight on BBC1 she launches the ChildWatch campaign against a cruel yet common crime. Sally Brompton investigates

Kate Adams was three years old when her father raped her for the first time. She was about 12 when he stopped, unnerved by her fits of hysteria and perpetual ill-health. He did, however, continue to make sexual and physical assaults on her 12 younger brothers and sisters. "The worst part of my childhood was lying in bed listening to him abuse all the others," Kate recalls.

THE VICTIMS The experts stress that even non-touching forms of sexual abuse, such as indecent exposure, can have long term and traumatic effects on the victim. "From our clinical experience we know that adults who as children were subjected to a non-touching sexual experience with a parental figure were totally rocked by that for years," says Dr Tony Baker, consultant child and family psychiatrist for the Kingstoo Health Authority. "It somehow contaminated their adult relationships."

Such incestuous behaviour is not confined, as is popularly believed, to the lower classes. It occurs among families from every social, ethnic and economic background. It can have devastating long-term effects such as mental illness, anorexia and even suicide. Recent research has revealed that 30 per cent of all children in care, 45 per cent of drug and alcohol abusers, 75 per cent of female prostitutes, 90 per cent of male prostitutes and 90 per cent of rapists were sexually abused as children.



'I lived a lie...I've never had children... I would have been so worried'

Kate Adams today and (above) at 11 years old, when she had been abused by her father for eight years

predictable long-term legacy of child abuse, the immediate effects are devastating to a child - especially since it is quite common for children to hold themselves to blame for their parents' actions.

One woman in her early twenties, who wrote to Esther Rantzen's ChildWatch programme, compares her childhood to a time-bomb "just waiting for dad to explode". Sexually and physically abused by her father for most of her childhood, her reaction was typical - "I felt hatred towards myself. I felt it was my fault. I must have done something really bad to make him hate me but I don't know what."

"I pretended it didn't matter. I would go on the run, just staying out and for a while taking tranquillizers. I cut myself - I don't really know why."

Now married, with two small children, she says: "I thought this was the new beginning. My dad said he wanted a new start and I was stupid enough to believe he'd forgiven me. I trusted him for the first time. Then, one day last year, it came in light that he was sexually interfering with my daughter. I wanted to die. I trusted him and he betrayed my daughter. I never thought he would hurt her because he seemed to love her so much."

"I'm now watching a real-life nightmare. It's me all over again and I seem helpless to do anything to help my daughter through this."

"He has been to court and been convicted and has been given probation but who does this help? Certainly not us or him. I can't ever see an end to my nightmare or to child abuse."

While some experts believe that actual incidents of child abuse are rising, the main reason for the current soaring increase in reported cases is changing public attitudes and a greater awareness on the part of the professionals.

Even so, Dr Baker believes that much more should be done to train teachers, social workers, and family doctors to recognize, understand and treat the victims of child sexual abuse. "The problem is that there are not enough people with enough experience to be able to offer training. We really need training for the trainers."

While such deep-rooted paranoia has become a

Even today, at the age of 30, Kate looks back on her shattered childhood with a mixture of sorrow, anger and humiliation. To say that she is one of the lucky ones is to make a mockery of the physical and emotional torture and deprivation which she suffered during those most vulnerable and formative years; yet, Kate herself insists that she is lucky because she has finally come to terms with her past and is, at last, able to talk about what she describes bitterly as her "dirty" childhood.

Less fortunate are the hundreds of thousands of men, women and children who remain locked in a nightmare world of silence for a variety of reasons - they may be too

afraid to reveal their secret, afraid that they will not be believed, scared that they will be blamed, or simply deterred by the social stigma that still surrounds victims of sexual abuse. It is this veil of silence that has for centuries enabled the vast majority of child abusers to get away with their sadistic and depraved behaviour. It has also disguised the true extent of the problem. A MORI poll carried out in 1984 discovered that more than one in 10 adults had been sexually abused as children (over 80 per cent of them by members of their own family circle) and about half that number had suffered some form of touching abuse.

Dr Baker, chairman of the Standing Committee on Sexually Abused Children (SCOSAC), believes that the 10 per cent figure is an underestimate. "Thirteen per cent of the people invited to take part in the MORI poll refused and I think that masks a higher figure," he argues. "Their reason for refusing has to be an emotionally-laden one, possibly indicating a more serious form of offence."

think everybody does it - you think it's a normal way of life. But as you get older you realize it's wrong and you think, 'Surely not everyone does this'. Then you realize they don't, and that's when you get screwed up."

At school, Kate became a rebel who found it difficult to make friends. She went shoplifting "to get my own back on life" and grew into a promiscuous teenager. "Basically, I was attracted to anyone who really made a fuss of me," she says. "I'd never had any cuddles and that was what I wanted more than anything. I still do."

"When I was very young I was attracted to older men. I

always used men. I used to think, 'If they want something out of me I'll try to get as much out of them as I can,' and that's an awful way to be. I think I do still use relationships."

She married young, mainly to escape her father who, even after he ceased sexually abusing her, still mistreated her and threatened to kill her if she told anyone what had happened.

Kate was in her thirties when her father died of a heart attack while serving a four-year prison sentence for physical child abuse. Kate's bitterness extends to her mother, now dead, whom she has never been able to forgive

for doing nothing to stop the violence. "I'm sure my mother knew what was happening but whenever I tried to tell her about it she pretended not to believe me. When I was a very little girl she used to smack me like a jealous woman."

Now divorced, Kate still has nightmares about her childhood. "All my life, until recently, I lived a lie which eventually caused me to have a nervous breakdown. I never had children because I would have been so worried if they had been daughters. I know I would have watched them all the time."

It is this cyclical pattern of child abuse which greatly coo-

cerns the experts. While male victims frequently grow up into child abusers themselves, female victims often suffer intense anxiety about their own children suffering in the same way as they did. "A very tricky time for victims is when their own children reach the age at which they were sexually abused themselves," says Dr Brendan MacCarthy, a leading child psychiatrist and psychoanalyst. "I have known mothers who were afraid to go out of the house to buy a bottle of milk if it meant leaving the father alone in the house with the child."

While such deep-rooted paranoia has become a

Individual tales of child abuse are invariably harrowing. Now professional help will be only a telephone call away - but can the system cope with the flood?

Support at the end of the line

THE HELPERS

When Esther Rantzen invited television viewers to send her their personal experiences of child abuse and neglect, one 13-year old girl wrote: "I walk home slowly from school hoping I'm going to be mugged, raped or run over because I know that whatever is going to happen to me isn't going to be as bad as what is going to happen when I get in."

Of the 3,000 viewers who completed the confidential 35-page ChildWatch questionnaire, 90 per cent revealed that they had been - or were still being - sexually abused by, in nine cases out of 10, members of their own family. For many it was the first time they had disclosed their experience to anyone. "I was shocked, but mostly I was very angry," Esther Rantzen says. "Some of the details of the cruelty we have uncovered has shown me a kind of nightmare world which I thought was only inhabited by concentration camp victims."

The two-hour-long ChildWatch programme, to be televised tonight on BBC1, will also promote the launching of 'KIDLINE', a 24-hour telephone help line for children in trouble or danger, manned by professionals and based on similar schemes in Sweden and the Netherlands. "The idea is that we identify very early on what the child's problems are," says ChildLine's director, Paul Griffiths, senior NSPCC child care officer.

While Esther Rantzen, who is ChildLine's chairman, attempts to rally financial support for the freephone, which is expected to cost anything up to £500,000 a year to run, experts have reservations about the proposed helpline's ability to cope with what they predict will be an overwhelming response.

Even without the kind of exposure initiated by prime-time television, the Incest Crisis Line, also a charity and currently running on a shoestring, already handles an average of 400 cases a week.

Utopian counsellors take calls, in different parts of Britain, from abused children, their mothers, occasionally from offenders and increasingly from professionals who, according to Crisis Line director Richard Johnson, do not know what to do themselves. Johnson, who operates from the small council house in



Esther Rantzen's questionnaire on child abuse elicited a heartbreaking response. The drawing above was one of a series sent by a woman who had been abused as a child by her father, her uncle and two brothers. "I was told to go up to the attic on many occasions. It was a bare room, apart from the bed. There was no heating and I was not allowed

to have the light on, even in winter. My mother used to keep the Christmas turkey in there; it was freezing cold. I was not allowed to keep my clothes on. Sometimes I would have to stay in the attic from Friday afternoon when I came home from school until Monday morning. I was frightened. It seems worse when you're alone in the dark."

north London where he lives with his wife and three daughters, respects his abused callers' confidentiality, but, where necessary, he tries to help them further, even to the extent of giving the victim temporary refuge in his home and confronting the abuser with his actions.

He and his team of around 100 volunteers were all victims of incest - which he defines as "any sexual contact between a child and an adult in a position of trust" - and that helps them to win the confidence of other victims. About one tenth of the cases handled by Crisis Line result in prosecutions - "but only at the explicit request of the person who came to us for assistance," Johnson says.

It is knowing where to go for help that is the problem for children who are being abused - or even for adults who are still suffering the effects of childhood abuse. Twenty per cent of the people who filled in the ChildWatch questionnaires said that they just did not know where to turn at the time it was happening to them. In the past, children who tried to tell were often disbelieved although today the experts acknowledge that children rarely invent sexual abuse.

Michele Elliott, creator of Kidscape, a highly effective project aimed at preventing child sexual abuse, says that one of the ways she judges the

project's success is by the number of children who come forward during her talks. Unlike the police's own stranger-danger programme, which was started in primary schools in the early 1970s and was the first organized preventative scheme of its kind, Kidscape is designed to protect children from friends and

family as well as strangers. Michele Elliott is currently teaching her methods to the Metropolitan Police. "We are giving the children permission to tell outside the family if they're being abused within the family because inevitably they think they've done something terrible," says Elliott, who has also created a programme for parents to teach their own children.

Telling, however, is only the beginning. Then it is up to the professionals to decide what to do about the perpetrators and how best to treat the victims who, apart from their physical and emotional scars, generally suffer intense feelings of guilt.

"We have uncovered a kind of nightmare"

Advertisement for CNT Property Centre. Text: 'You're looking at everyone you need to talk to about relocation.' Includes a photo of a man in a suit holding a folder and the CNT logo. Vertical text on the right: RELOCATION, PROPERTY, ADVICE, EXPANSION, FINANCIAL INCENTIVES, COMMUNICATIONS, LABOUR.

CROSSWORD NO 1003 grid.

Advertisement for 'Killing all Graduates!' with a grid and text.

Large vertical advertisement on the left side of the page, partially cut off, with text like 'Eating between the lines' and 'le RAPHY'.

THE TIMES DIARY

Primus inter the runners

Hours after yesterday's reports dampening speculation over Mrs Thatcher's retirement plans, the name of her party chairman, Norman Tebbit, yesterday inadvertently retold talk of her likely successor. Quashing the received view that Tebbit's personal circumstances have blunted his ambition, his Chingford agent, James Costello, tells me that Tebbit firmly believes he is in line to succeed the Prime Minister. Citing recent conversations with him, Costello tells me: "All things come when Maggie decides to step down... there is not much doubt in Norman's mind that he is the front-runner." When I put Costello's comments to his private office, Tebbit was on the line within 30 minutes. "My views on the matter are absolutely clear. I don't know who is the front-runner and I don't care," he told me. But would he accept the leadership if offered? "If people wanted me to do it, then I would do it."

● The man finally picked by BBC TV to present *Newsnight*, weakened by the loss of both John Tusa and Olivia O'Leary, photographic Observer political editor Adam Baskin, five years ago tipped for ITN's political editorship.

Dressing down

There are some embarrassing questions to be asked of Lambeth council in London. The stupendously racially-aware Labour council, led by black activist Linda Bellos, has been caught by the clerical union Apex buying uniforms that may have been manufactured in South Africa. An Apex circular says the uniforms were bought from Duchess Uniforms, a London subsidiary of a Cape Town-based firm. The circular adds that Duchess confesses to being incapable of distinguishing its South African-made garments from those produced in the UK. Yesterday Phyl Cleary, who keeps Duchess's books, confirmed she had sold catering outfits to the council... and the London School of Economics. I don't suppose they ever stopped to ask where they came from.

Skye blue

Isle of Skye residents have good reason to resent the arrival of a film crew making a television advertisement for British Gas's privatization campaign. Skye does not have a gas supply. Local solicitor Ian Christie, who has lodged a formal letter of complaint, tells me: "There's no mains gas in any of the north-west of Scotland. To imply that there are supplies in the far-flung parts of Britain is misleading." Indeed, the gasless residents are *per se* ineligible for the preferential share offer to British Gas customers. A Department of Energy spokesman says the location was chosen for its dramatic scenery, "not to imply that gas is available on Skye".

BARRY FANTONI



"At this rate you'll never fill in the new detailed questionnaire for the unemployed."

Flypast

Never work on-stage with children or animals. Ask 19-year-old magician Paul Storey, who had rehearsed his best trick — conjuring a dove from his top hat — for a performance before Prince Charles yesterday. By the time HRH arrived at Manchester airport for a youth business initiative exhibition, Paul's bird had flown. Paul still hopes for a career in cabaret, specializing in escapology.

● Salt in the wounded pride of Birmingham, following its failed bid to host the 1992 Olympics. Manchester International Airport has placed a huge advertisement close to Birmingham's Bull Ring shopping centre promoting direct flights to... Barcelona.

Prize exhibit

Celebrating the launch of Richard Hough's *The Ace Clubs*, a history of the Garrick Club, 200 of its members were last weekend treated to Michael Hordern's rendition of a verse prologue by the Booker winner, Kingsley Amis. Courtesy of the author and the club, I treat you to an extract from his "In Praise of the Garrick Club":
When a bank manager disrupts your life,
A drunk, on-in-law, dare one say a wife,
When hoars and pedants drive you up the wall,
Come to the Garrick and forget 'em all.
Or nearly all... PHS

Big Bang: the fatal mistake

John Bell reports on the puzzlement
abroad over the City's muddle

It has taken the City less than three days to go from Big Bang to big flop. Overseas, they can scarcely believe it.

At home, most people accept the official City line that the deregulation of the stock market and the start of an electronic, screen-based dealing system are just another example of Britain at the frontier of technology. Abroad, they have been wondering first what took us so long, and secondly why in the first three days we seem determined to make everyone else's mistakes all over again.

For the best part of a decade, visiting US business men have regarded our Stock Exchange with an admiration normally reserved for Anne Hathaway's cottage, the Beefeaters at the Tower of London, Stonehenge and other ancient monuments.

While America scrapped fixed commissions over 11 years ago and has developed highly efficient screen-based systems for trading securities, the London Stock Exchange had, until three years ago, been making do comfortably in

the technological stone age. As in most of Fleet Street, the Stock Exchange has been reluctant to reform itself: to remove the restrictive practices, which excluded foreigners; to allow competitive charges to customers; and to change its 80-year-old trading system.

At the heart of this week's fiasco in Throgmorton Street is the fact that the Stock Exchange came to Big Bang as a response to external pressures. It certainly did not embrace the challenge of high technology as an advance in its own right.

There were mounting legal pressure for the exchange to abandon its cartel on charges and to open membership to all corners. London was losing business to New York and elsewhere.

But the Stock Exchange decided on a traditional British com-

promise. It would have to develop a new system for traders to buy and sell blocks of shares by computer, for that simply did not exist at the time. But instead of creating a new system for distributing information about that electronic market to the offices of its members and their clients, the Stock Exchange decided to stick with its existing "Topic" screen system. That is proving to be a fatal miscalculation. Quite simply, Topic cannot cope with 200 inquiries a second. For Big Bang to work properly, it simply has to.

First responses from abroad tend to express rather more regret than surprise. Britain seems to be maintaining its reputation for the invention rather than the application of technology.

Peter Da Puzzo, head of international equity trading at the

major New York securities house, Shearson Lehman, said yesterday: "We did not expect that you would have had so many problems and I guess we are disappointed that your systems were not tested more thoroughly before Big Bang. But we don't think it is a tragedy. Eventually London will solve its problems and take its place in the international market."

At the front line now in the battle for business in the City, the men who man the trading desks are deflated. "We can't trust prices on the screens, can't get a proper feel for what is happening in the market and suspect that things will be like this for ages," is a typical view.

The Stock Exchange is struggling manfully to patch up the system, mostly by cutting out many of Topic's services to give priority to prices from the new screen trading system SEAQ (Stock Exchange Automated Quotations).

But it is likely to be a matter of months before the performance matches the promise.

Paul Vallely concludes his report on the tragedy of Ethiopia's peasants

Land blighted by ideology

And still Ethiopia needs food. Two years after the crisis of the camp at Korem bit the television screens, the hapless nation is the only one in the sub-Saharan region that still requires large amounts of foreign food. Much of the explanation for that may seem like old news: a degraded environment, a population maintaining a borderline existence without reserves and a government whose priorities place the military and the urban elite above the peasant farmer.

But there may be more to it than that. A report to be published next month by Cultural Survival, a group of anthropologists attached to Harvard University's Peabody Museum of Archaeology and Ethnology, suggests that the regime in Addis Ababa has locked itself into a vast collectivization programme designed to promote, at the expense of subsistence farmers, the production of cash crops to earn the regime the hard currency it needs to continue its wars against liberation movements on several fronts.

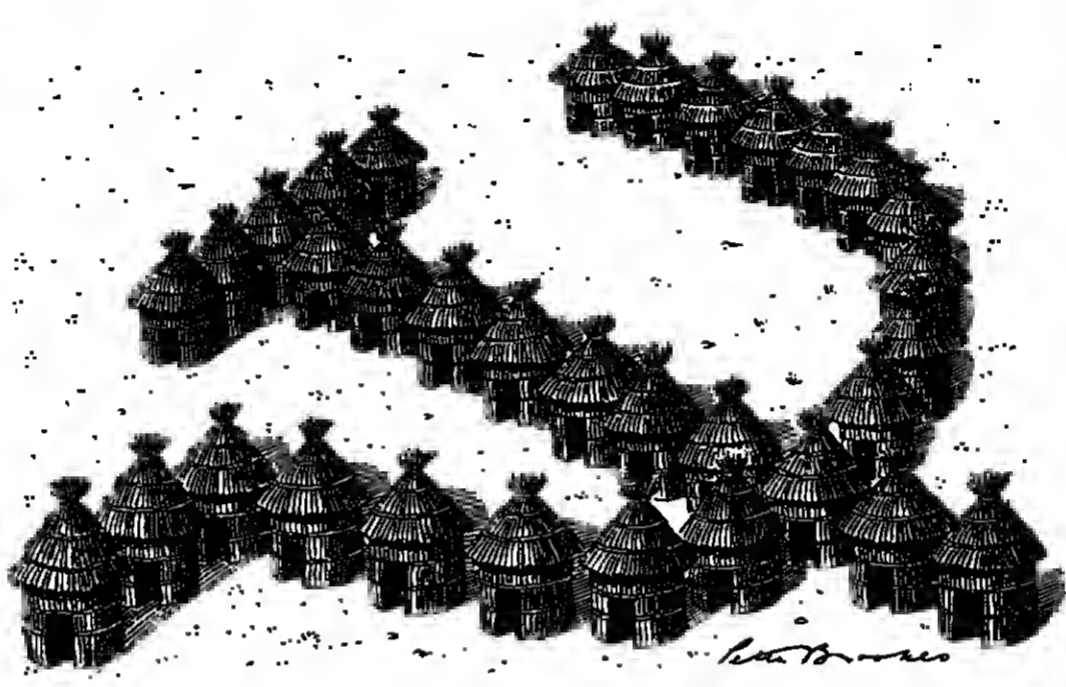
This process, dubbed villagization, is happening on a scale that recalls the actions of Stalin in the Thirties. It has already brought about the enforced movement of three million peasants. The relocation of 20 million more is planned. And according to the Harvard report, the financing of the prodigious undertaking is largely dependent upon the direct and indirect contribution of Western aid.

Villagization is not a process new to Ethiopia. It was first seen in the area of Bale between 1979 and 1982 when peasant farmers were forced to tear down their homes and rebuild them in villages near a main road. The regime of Colonel Mengistu Haile-Mariam obviously considered it a success; it facilitated the provision of services and afforded a means of controlling people.

It also had the side-effect of making land available which the regime was later able to use during its resettlement programme, when peasants of the northern highlands were moved away from areas of rebel activity — which they might have supported — to the more fertile lowlands of the south-west. But it was not until 1984, when the influx of food aid brought an unexpected bonus in the form of import fees (which were 10 times as high as in neighbouring Sudan and which soon overtook coffee sales as Ethiopia's main source of foreign exchange) that the government accelerated its villagization programme. The West, its eyes on the awful camps, did not notice.

One area where the programme seemed to be pursued particularly vigorously was the eastern province of Hararge — not badly hit by drought and still one of Ethiopia's prime food-producing areas. By the middle of this year some 150,000 inhabitants of the region had abandoned their homes and belongings and fled across the border into Somalia. Around 40,000 of the most destitute gathered in a refugee camp there at Tug Wajale.

Dr Jason Clay, director of research at Cultural Survival, has



now compiled an account of villagization based on interviews with the Top Wajale refugees. It is a damning indictment.

The official line on villagization has been enunciated by Mengistu: "The settlement pattern of large parts of Ethiopia is scattered. This has brought considerable disadvantages. It is only when you have peasants together in villages that they can benefit from science and technology."

The refugees' account is rather different. When an area is selected for villagization the usual first step is that the community's religious leaders (mainly Muslims) are arrested and in some cases publicly executed. Officials make an inventory of all possessions, including land, livestock, ploughs, farm equipment and household goods. Residents are forbidden to sell anything; all belongs to the state. Some have even been told they must no longer drink their own cows' milk.

Next the inhabitants of six or eight villages are told to pull down their houses and rebuild them in a prescribed central area. Mosques are destroyed and their materials desecrated by being used to construct latrines or government buildings. The homes of those who refuse to move are burned, sometimes with people inside. Whole villages have been bombed. A common complaint of the refugees was that they were required to work without pay for 12 hours a day, six or seven days a week, on the new villages, often sleeping without shelter while government buildings were given priority over homes. Some said they were not given enough time to plant their crops.

Others reported that later, in the new villages, they were forced to work so hard on state coffee farms or even on the personal land of officials or militia men that they had only two days a week for their own land. The harvest in this area normally yields three times the basic subsistence level. The people lived on yams, honey and a variety of vegetables as well as

grain. They grew coffee, groundnuts, potatoes, red onions and a mild drug called chat as cash crops. But now much of the harvest was confiscated and a bare ration of the most inferior grain handed out.

Taxes were said to be even higher than before the revolution (when the feudal system took between 50 and 90 per cent of each harvest). They had to pay national tax, local tax, drought tax, land-use tax, a women's or youth association tax (for political education), a literacy tax, and contributions in kind to officials.

Those who received Western food aid were often required to pay a similar amount in famine tax. "It was little more than a transfer payment between the agencies and the government," says Dr Clay, who will be speaking at Cambridge and Oxford later this week.

The catalogue of abuses recounted by the refugees was horrifying. More than half had had members of their family killed. Three-quarters had had relatives beaten or imprisoned, and food and equipment stolen. Around 80 per cent spoke of rapes by the militia. In some cases the militia was "turned loose" on local women twice a week, five men to every woman. Husbands who protested were killed.

Two-thirds reported religious persecution: mosques destroyed, sheikhs killed, beaten or imprisoned, the Koran burned, Koranic schools closed, even prayer forbidden. Most talked in terms of repression of their Oromo culture by the ruling Amharic minority.

But Dr Clay reserves some of his most cutting criticism for the Western agencies who he believes collaborate, knowingly or naively, with the process. "It is quite clear now that in areas like this, which were not severely hit by drought, famine is being created by a government policy which is deliberately trying to eliminate self-sufficiency and create dependence on a centralized system," he says.

"The agencies are caught in a dilemma: should they provide, in the short term, humanitarian

assistance which is creating a situation that is going to kill more people in the long term? Their answer is to stick their heads in the sand. That is inexcusable."

He is particularly critical of agencies that fund schools in which Oromo are forced to learn Amharic, or that finance the installation of water projects in the new villages. "Even after Cambodia some agencies don't seem to have learned that, willing or not, they are actors in a political tragedy."

Bob Geldof of Band Aid, sensitive to the accusation of amateurism, retorts: "These are just political arguments. We're not interested in making those distinctions. Our job is to help people irrespective of politics. Of course, in doing that we know that sometimes we have to make deals with the devil but we'll do that rather than watch people die."

Other agencies are more circumspect. "We certainly make distinctions," says Paddy Coulter of Oxfam. "If the occupants of a new village come from an area without water then we're happy to help install a project. But if they've come there from hamlets which had water, then we refuse. We make that quite clear. 'Certainly we are worried about villagization, particularly about the possible negative impact it will have on production, but at the moment the provisional crop estimates look better than we had expected.'"

"The reports we have are very mixed. Some of the new villages are good, others not far away are bad. It seems to depend on the sensitivity and skill of the officials who implement the policy." Is Cultural Survival, he wonders, generalizing from a single case?

"Even if only half of what we have found is true, it is still very disturbing," Jason Clay replies. "So is the fact that no-one else seems prepared to do any research or to face up to the question of how long we're prepared to feed Ethiopians whom their own government is willing to starve."

The closing words of John Braine

Joseph Connolly on a writer who was read

Hampstead was John Braine's home for about four years before he died. He was rather surprised himself by how much he liked it, approving of everything that in the heyday of the 1950s would have driven him near apopleptic — the coffee bars, the air of plenty, the sight of men in the street in the middle of the working day.

Just another so-called Angry Young Man softened up by money who sold out to the Establishment? Partially, yes. Braine frankly admitted to a preference for comfortable living over the alternative. But it was a bit less obvious than that.

Braine, though the most kind and charming company you could wish for, still displayed his anger, sometimes flying like a flag. Its target, however, had shifted. A little of this he explained to me one evening a year or so ago in his tiny two-room flat in New End. I went in my capacity of bookseller. He was thinning out his collection; authors often do, more so than anyone else.

I rang the doorbell four or six

times, checked the address, and rang it again. The shuffle of shoes was dimly heard, and the door opened a crack, the hall seeming darker than the night outside. He had sunk a few, it was clear, and seemed not to recognize me, but beckoned me in anyway. The room could have been no more than 11ft square and quite devoid of anything — just in knock it down and kick around the his.

"Wizling. That's all it's all about. Just get it said. Never mind about messages — just tell the story, give the reader something to read and leave the bloody establishment alone. It's nothing to do with anyone anyway. We don't really know what it is." He then got up and left the room. Ten minutes later he returned, without a word.

The Lilt had run out, but the vodka was poured. "I am read," he suddenly announced — no, I think, through arrogance, for his face spread wide open with pleasure at the thought of all those readers who liked what he did (library borrowers, mainly). Braine was one of only 20 British who received the maximum £5,000 Public Lending Right share annually). He used to keep all his fan letters, but then he lost them. John Braine became a familiar sight in the Hampstead streets (latterly on a stick), loving the bookshops, the breadshops, the coffee bars — but not the pubs. He admired John O'Hara over all writers; he had respect for *Private Eye* and A. N. Wilson.

"Old Kingsley is doing awfully well lately," he said a few months ago. The voice mocked Amis's public-school nickname, but held nothing but affection for his fellow 1950s novelist. "I must," he said, "ring him sometime."

The last I heard from John Braine was about a month ago. "Jaw," he said, "we must meet up for a drink. No rush. There's plenty of time." And then, "Oh my God, that's the trouble."

I reread *Room at the Top* this morning. I only now realize that these are its closing words.

Obituary, page 20

Ronald Butt

Turning of the screw in Avon

Brent may have reminded some people of Bristol. The details I gave last week of Brent Council's plans for planting its race equality agents in its schools, and its refusal to reinstate Miss McGoldrick as head teacher after she had been acquitted in court of racism, perhaps made some readers wonder what happened to Jonathan Savery, the Bristol teacher accused of racism and officially found not guilty.

For several months since his "acquittal" he has been in a kind of professional limbo, continuing to teach English to ethnic minority children at the school to which he has been attached, but forbidden to enter the Avon multicultural education centre which employs him, and where militant colleagues originally brought the charge of racism against him. Now Savery has been dealt another blow. On the last day before the half-term last week he was told by the acting head of his school that his services were no longer required there, and that although he could stay for the rest of that day (there is obviously much natural courtesy in Bristol) he should not return after half-term.

Savery, whose case was discussed in this column on March 13 and May 1, is a teacher paid by the Avon education authority's multicultural education centre (MEC), which, like the Brent programme, is funded by the Home Office under Section 11 of the Local Government Act, 1966. Savery holds that the job for which he was appointed is to teach English to children of Commonwealth origin handicapped by the lack of it. But the Avon MEC is dominated by a militant group which thinks that teaching English is colonialism. It wants the money to be spent rather in campaigning against the inequity of white matter, censoring the reading matter used in schools, attacking the police for racism and switching resources from teaching English to the promotion of minority languages and cultures.

For writing about all this, Savery was accused of racism, but was acquitted by a disciplinary panel set up by the Avon education authority. But the panel added a rider that "given the circumstances at the MEC" (which means, given its domination by the hard left) his opinions made it "difficult for him to remain a member of the staff there at this time". Since then, he continued to teach at Merrydown boys' school until he was suddenly "fired" from his attachment there last week, but he has not been allowed back at the MEC because the militants threatened to walk out if he appeared. Nor is he given any help by the centre or allowed to join its discussions, or its in-service training. Though found innocent of racism, he is being punished for being charged with it.

The Avon education authority would like to get rid of him altogether, since it regards him as having "provoked" the trouble by speaking his mind. On September 11 I wrote to him saying that his intention to attend in-service group sessions at the MEC "would not best serve your own professional interests or the interests of the MEC and other educational establishments with which you are already, or might be in the future, associated". This letter, on behalf of the education director, Peter Coleman, expressed "very great concern" at Savery's suggestion that he should attend an in-service training session at the centre, and asked him to sign a statement to confirm that he would not do so.

He was also advised by the education authority not to write another article for the *Salisbury Review* (in other words, though he may be attacked he must not defend himself) and was refused leave to accept an invitation to speak on the speech at a fringe meeting of the Conservative conference, even though half that day was not teaching time because he was not allowed to go to the centre for the normal in-service session.

He was also refused leave to speak to Bristol University students, but did so in his lunch hour last week — which at least raises the question whether the publicity arising from this had anything to do with the decision to end his attachment to Merrydown school.

The Avon education authority bends to the militants who dominate the MEC because it accepts their claim that they must heed the "leaders" of the small, black radical groups they consult, one of whom recently publicly wished a heart attack on a senior policeman. Yet these are groups which do not truly represent the majority of the black community.

Earlier this year, the Home Office decided that some of the Avon MEC posts did not warrant Section 11 funding, because they were not concerned with English teaching, and asked Avon for details of work at the centre, and time spent on it. Since then, Avon has been trying to repackage its anti-racist multiculturalism, but the Home Office is still not satisfied, and the Education Department is sending two of Her Majesty's inspectors to find out what is going on. Ministers have told me that teaching English is a *sine qua non* for this kind of funding. If this is so, I can suggest how Avon, Brent and many other local authorities who infringe this criterion should deal with it.

The government should scrap all Section 11 spending. It should replace this with a pool of specially qualified teachers of English as a second language, who are licensed by the Department of Education. Heads of schools who have need of them for their pupils should then be able to call on these teachers. This would help many children towards a better chance in life, and also do something to inhibit the hard-left cells which are now malignantly exploiting racial tensions in our schools.

The government should scrap all Section 11 spending. It should replace this with a pool of specially qualified teachers of English as a second language, who are licensed by the Department of Education. Heads of schools who have need of them for their pupils should then be able to call on these teachers. This would help many children towards a better chance in life, and also do something to inhibit the hard-left cells which are now malignantly exploiting racial tensions in our schools.

discrimination, says Raji. You're just an Asian trouble-maker, says Barney. Unfortunately, he is overheard and kicked out of Brent Council.

Dr Gastrodre shows that being a Brent councillor may be a hazardous condition, but it is not without its hopeless side.

Let's Play Politics! by Dr Oliver Gastrodre. Dr Gastrodre deals with that powerful instinct we feel in our teens — the urge to get together with other people of the same age and change the world completely. This is nothing to be ashamed of, says Dr Gastrodre. It's quite a natural instinct and will not make you blind. Well, only politically blind. However, points out Dr Gastrodre, the results of playing politics are always disastrous and he recommends some other hobbies instead.

Mummy and Daddy are Married, by Dr Oliver Gastrodre. A minority of children live in a so-called "family", with brothers and sisters and parents who seem tolerably happy. Most of us would find this rather odd, but Dr Gastrodre pleads for our tolerance by telling the story of the Wimple family, who go on holiday together. They are thrown out of a path (because of the children), to leave a hotel (because of the children), and ejected from a gay bar (they enter by mistake). But despite this flagrant discrimination by straightists, they come up smiling.

Oliver Writes a Booklet, by Dr Oliver Gastrodre. This is Dr Gastrodre's own story, and draws attention to the plight of the minority of people who are forced to write booklets on sex and violence for a living. He relates how, when asked at a dinner party what he does, the answer "I write booklets on sex, race and things" produces howls of laughter and immediate ostracism. He pleads for tolerance for people like himself. He would especially like to hear from young men who like dressing up as nuns and getting tied in knots.

Forthcoming booklets from Dr Oliver Gastrodre: *Elsie and Arthur Meet the Big Bang*, *Dr and Mrs Runcie Make a Dint Statement*, *Why has Princess Michael of Kent got a Man's Name?*, etc. etc.

moreover... Miles Kingston

Dr Oliver goes round the twist

As many of my readers seem singularly ignorant of sex, politics, the Big Bang, gay rights and gay lefts, I have asked Moreover Publications to prepare a series of short booklets which explain these things in easy language with lots of drawings. Here are the first titles on our list:

Roger is a Tory MP, by Dr Oliver Gastrodre. Only a small percentage of the population suffers from the urge to be a Tory MP, a condition which can lead to obsessions with sex and race and to the desire to tyrannize everyone else. Dr Gastrodre explains how, in a mild form, the condition is not antisocial by telling the story of Roger. Roger runs an old family firm making police riot equipment and firearms, but he is also a Tory MP. One day he falls in love with the BBC, and develops a desire to appear on it all the time. At the same time, he conceives a hatred for the BBC.

There is a happy ending, when Roger finally gets offered a show of his own on BBC radio, and is able to give up being a Tory MP. There are some amusing moments, as with the visit of the Chilean party to the armaments factory. Dr Gastrodre makes the point forcefully enough that being a Tory MP may be a hopeless condition, but it is not without its humorous side.

Barney is a Brent Councillor by Dr Oliver Gastrodre. Only a small percentage of the population suffers from the urge to be a Brent councillor, a condition which can lead to obsessions with sex and race, and to the desire to tyrannize everyone else.

Dr Gastrodre tries to help us understand this rare and rather unsightly pathological state by telling the story of Barney who sets out one day to stop people using all expressions with the word "black" in them, because they are racist. Well, says his friend Raji, what about phrases in which the word "black" has a nice meaning, as in "in the black" or "The Black Prince"? And isn't a black belt the highest thing in judo, and isn't the black ball the most valuable in snooker?

Well, says Barney, we can keep expressions in which "black" has a positive connotation. But this is



1 Pennington Street, London E1 9XN Telephone: 01-481 4100

A PERMISSIVE PLAGUE?

It is only five years since American doctors first began to notice that large numbers of their homosexual patients were dying from a variety of diseases against which their immune systems had failed to protect them. The medical term given to this condition was Acquired Immune Deficiency Syndrome, but the name for it that entered American popular discourse was the "gay plague" since for several years its victims were overwhelmingly homosexuals. Heterosexuals did not seem to be particularly threatened unless they happened to come into one of the other high-risk categories such as drug-users who had contracted the disease through "dirty" needles.

The Times' series of articles, which concluded yesterday, reported that AIDS in Central Africa is principally a heterosexual disease, occurring as frequently among women as it does among men. The common factor in African heterosexuality and American homosexuality which fostered the spread of the disease was sexual promiscuity. AIDS is the permissive plague.

But the AIDS virus carrier does not necessarily show the symptoms of the disease itself. He may transmit the virus to others without developing the disease for several years or perhaps at all. At present, about one quarter of AIDS carriers come down with the disease, though the percentage is rising steadily and some doctors think that eventually 100 per cent of carriers will

become victims. The uncertainty stems from the fact that we have only five years experience of treating AIDS. What is certain is that 100 per cent of victims die.

AIDS can therefore take root in a country almost without people noticing. 15,000 people have died of AIDS in the United States over the last five years, but the best estimates are that between 1.5 million and 3 million Americans are currently AIDS carriers and that 150,000 of them will die in the next five years. In Britain, by comparison, only 512 known victims of AIDS have been diagnosed of whom 250 have died. Of these only 16 have been heterosexual, seven women and nine men. But the estimate for AIDS carriers is high at 30,000, and projections suggest that 450 people will be dying each month in five years time. What makes this more disturbing is that, in comparison with America, there is still considerable public ignorance about the disease.

Britain is thus at a crucial point. AIDS has arrived in Britain. It has established itself firmly in the high-risk groups — some doctors estimate, for instance, that 30 per cent of male homosexuals in London are carriers. But it has not taken firm root among heterosexuals and government action here could be effective.

But what sort of action? Ultimately, an AIDS cure must be found. The Government's allocation of £1 million for medical research

into AIDS, pitifully small in comparison with the American figure of \$340 million, must be sharply increased. Meanwhile, however, a campaign of prevention and public health information could at least restrict the spread of the disease.

Until now, the government campaign has been timid. It has, first, allocated only £2.5 million to anti-AIDS advertising which, according to a survey in the British Medical Journal, has had almost no effect on public knowledge of the disease. More aggressive advertising, combining the impact of television with the fuller information of the printed word, is plainly required.

It has been assumed, secondly, that in a permissive age it is futile to recommend either chastity or monogamy, which are in fact the best safeguards against AIDS. The moral emphasis of the government's campaign has been to outline methods of "safe sex." This is not only pessimistic. Permissiveness was, at the very least, made more feasible by methods of contraception which removed a very obvious risk from sexual activity. AIDS introduces a much worse risk and one which might well persuade people to avoid even the limited risks of safe sex. Health education should really not shrink from pointing out that traditional sexual morality is the best way of avoiding a horrible death. There are worse things than looking old-fashioned.

FACTS AND FIGURES

Lord Young and his colleagues at the Department of Employment have some reason to feel aggrieved at the uproar over the more detailed questionnaire being introduced for those initially claiming unemployment benefit. Their reported surprise at the impact of measures designed to cut the number of those statistically classified as unemployed is, however, hard to believe.

The changes follow recommendations of the Public Accounts Committee, headed by the former Labour Treasury minister, Mr Robert Sheldon. In its report on the Unemployment Benefit Service in July last year, the Committee said that it was concerned that the formal test of availability for work was too weak and welcomed the Government's decision to consider whether it was practicable to introduce tests that were more effective, without becoming oppressive.

The upshot is the new twelve part questionnaire now being introduced for new claimants. Its purpose is straightforward: to weed out those who are looking for unemployment benefit rather than work and to transfer others such as the chronically sick to other forms of benefit. That in itself is barely controversial. The only plausible objection — now espoused by Mr Sheldon — is that the questionnaire is so oppressive as to disqualify those who are genuinely looking for work or intimidated

them into not claiming benefit.

Some of the questions, in combination, could certainly sound intimidating. Married women with children, for example, might find themselves giving the impression that they were not truly available for work if they could not drop everything and take a job that day, travel outside their local town for work, work unsocial hours or make instant arrangements for care of children or dependent relatives.

Whether the questionnaires are fair depends on how answers are interpreted. There is plenty of casebook practice to vary tests of availability according to personal circumstance and local availability of jobs and transport. If humane common sense is applied, along with benefit officers' experience of differentiating the great majority of genuine cases from others, there need be no oppression.

But Lord Young and his Department should make it clear, not just in Parliament but by information to the public, that the object of the exercise is to apply availability tests better. It should not be to confer entitlement to unemployment benefit to some narrower group — for instance by trying to pretend that women with ordinary family commitments are not truly in the labour market.

Pilot surveys of the effects of the change suggest that some five per cent of the 400,000 coming onto the benefit rolls

each month would be removed by more rigorous application of the test of availability. If that proved the case — and it should be carefully monitored — as many as 200,000 could be removed from the benefit rolls in a year.

So the changes should cut the monthly unemployment figures, perhaps, as the Opposition has charged, edging them below three million before the election. Suspicious that the Government is fiddling the figures are understandable. This is the eighteen change of definition or practice since 1979, all of which have reduced the figure or had no discernible net effect.

Large and growing groups, such as those seeking part-time work or previously self-employed, are already excluded. This underlines the fact that unemployment as announced each month is a strictly statistical concept, however much the daily political argument rests upon it.

The poverty and despair that he behind the figures are, however, real. Specific government measures such as the Youth Training Scheme or schemes for the long-term unemployed, which reduce the figures, do so by genuinely tackling the problems. But the Government cannot make any claims about its efforts on behalf of the unemployed that arise only from statistical changes. Weeding out a few shirkers does not truly alter the still unsatisfactory trend.

SOUTHERN AFRICA'S THIN RED LINE

"Oh, Come on!" said Robert Mugabe derisively when questioned yesterday about the threat from the right-wing Mozambique National Resistance (MNR) to carry their fight across the Zimbabwe frontier. But might the MNR's rebel army take him at his word?

The declaration of war, which is how it has been interpreted, has to be seen in context. It followed Mugabe's pledge that Zimbabwe would fight to the last man to prevent a right-wing takeover in neighbouring Mozambique after the death of President Samora Machel. In one sense it was a reflex, a counter-punch to Mugabe's own racist rhetoric. In another it was a warning to Harare, and other front-line that the MNR would fight back.

That is something Mugabe knows already. The MNR has almost cut Mozambique in two and more than 6,000 Zimbabwe troops are helping to guard the Beira railway against its raids. So does Britain, whose army training team in Zimbabwe has already put some 60 members of the Mozambique forces through a 12-week special course — and might soon be asked to take on another batch. Two Mozambique officer cadets have been

at the Royal Military Academy Sandhurst, reflecting British policies in Southern Africa.

Mugabe and his Ministers know that for the MNR to take on Zimbabwe, with its 41,000-strong army and (admittedly limited) air force, is another matter. Their forces may not be what they were and past stories of harshness and discipline in Matabeleland, have been disturbing. The right-wing rebels who have successfully laid waste large tracts of Mozambique in the 11 years since independence, claim to have 20,000 men under arms and could no doubt strike successfully at soft targets over the Zimbabwe border, embarrassing Robert Mugabe and his generals.

But they have plenty on their hands as it is if they are to develop a debilitating insurgency campaign in Mozambique into a successful counter-revolution. Tempting though it may be to spoil Mr Mugabe's sleep, they must at some stage consider where their priorities lie.

A similar task awaits Pretoria. If the MNR continues to cripple Mozambique and ensure that the road and railway to Beira remain at best uncertain corridors for traffic to and from the frontline states, South Africa will no doubt be

content to let well alone. But if the rebels should suddenly seem to be in sight of either victory or defeat, President Botha will face pressure from his hawkish military to step up support for them.

There are a number of reasons why he would probably wish to decline such an option, finance being only the least compelling. Despite his implacable opposition to Pretoria and the fierceness of his rhetoric, Robert Mugabe, like the late Samora Machel, understands the limits of his power. While it is in South Africa's interests to tie Mugabe down — by whatever means available — it would be less wise to force him into more open hostility.

This decision could be taken out of Zimbabwe's hands if Zimbabwe and the other front-line states resolve to throw more weight behind the Mozambique army as it struggles to resume some kind of grip on the country. But it is hard to see them doing much more than stem the MNR's advance — and restore some sort of safety to the trade routes through the country. In the present crisis of stability in Southern Africa, the question of who is declaring war upon whom is almost an irrelevance.

Hatred as tool of management

From the Reverend Jim Gould
Sir, The letter of Mr Blackburne, of Haringey Council (October 24) points up something which has been causing Christians increasing concern — the use of hatred as a tool of management and of politics in particular. Nothing new, of course, but the very overtakes of this is notable especially in local authorities which claim to be motivated by a caring attitude.

If I may coin a phrase, it is possible to be so open-minded that one's brains drop out. I suggest that this is beginning to happen to such as Brent and Haringey. There, under the guise of being fair to racial and political minorities, destructive forces are being unleashed which in the end will encourage the mob to take over and make the boroughs ungovernable.

If national and regional leaders use their power to legitimise hatred and witch hunts as acceptable tools, then mob rule and the vigilante will inevitably follow — the governed taking their cue from the governors.

That will give another opportunity, incidentally, to pontificate about police brutality as the forces of law again attempt to tidy up someone else's mess.

At the same time as all this is happening the traditional insights of the nation are being rubbished. They were flawed, certainly; the Church and Christian morality have nothing much to be proud of. But I fear that in their sponsorship of the cult of hatred some of our London boroughs may succeed in breaking down our society where Mosley and his followers failed 50 years ago.

Is this the road down which our leaders would take us?

Yours faithfully,
JIM GOULD,
Christ Church,
Hanworth Road,
Feltham, Middlesex,
October 24.

Extra help in marriage guidance

From Miss Mercia E. Cato
Sir, I was interested to hear about the latest recommendations for more money to be put into the training of marriage-guidance counsellors (report, October 22).

As a divorce (inter alia) solicitor for 30 years, I heartily agree with the suggestion, but would add my own recommendations. Could there not be a two-tier system of counsellors? The training for a counsellor takes two years and it is a voluntary service. The waiting list for those seeking advice is long and it can take weeks before an appointment is made.

I believe that certain suitably chosen people would make admirable second-tier counsellors with less extensive training. Quite often an immediate "shoulder to cry upon" would suffice. Good commonsense advice could be given by people with some time to listen and perhaps a greater marital crisis prevented.

Previously their role would have been taken by the vicar or doctor or lawyer in a community, all of whom are now too busy to give so much time. If these people had been married for a long time or for a second time they would have plenty of experience to draw upon.

I recently recommended a friend to the council, but she was dismayed to discover the lengthy training involved with residential courses, including those at weekends. As she said, her own 30-year-

old marriage might have been in jeopardy if she had taken so much time away from the matrimonial home and looking after the "lord and master".

Yours sincerely,
MERCIA E. CATO,
Newstead & Walker,
Solicitors,
Mercury House,
Mercury Row,
Oxley, North Yorkshire,
October 23.

From Dr D. L. Beales
Sir, As a general practitioner increasingly seeing the effects of relationship difficulties within marriage, I am not surprised by the sudden surge in demand for marriage guidance following publicity in *EastEnders*.

It would make additional sense if general practitioners were allowed to work with counsellors within their practices. Earlier involvement of counselling services before breakdown or the need for expensive conciliation processes must be cost-effective.

When will general practitioners be allowed to react appropriately to problems presenting in their practice and employ trained counsellors eligible for 70 per cent reimbursement of salary?

Yours sincerely,
D. L. BEALES,
Phoenix House,
Phoenix Way,
Cirencester, Gloucestershire,
October 23.

Red Cross troubles

From Colonel Professor G. I. A. D. Draper
Sir, The events which have occurred in Geneva at the international conference of the International Red Cross (report, October 27) are completely alien to the principles of the Red Cross, as well as being a manifest breach of the statutes which govern the International Red Cross.

Such activities reflect little credit on those states which, under the orchestration of Kenya, secured the expulsion of the Government delegation of South Africa from the conference in a manner which was devoid of regularity and harmony with the fundamental Red Cross principles solemnly proclaimed at the opening of each international conference.

By article 1(2) of the statutes "The International Conference of Delegates... shall be composed of delegates of... National Red Cross Societies... of the States parties to the Geneva Conventions (1864, 1906, 1929, or 1949)."

Such delegations are present at the conference now in progress in Geneva as of right. South Africa is a party to the four Geneva Conventions of 1949.

By article 2 of the statutes the conference has "power to take decisions within the limits of the present statutes..." That power does not include the power of the conference to expel a delegation present as of right under article 1.

What Kenya and the associated states have done is to use the statutes of the International Red Cross to be present and vote, and to secure the adoption of a vote expelling South Africa, but not its national Red Cross society, from the conference, thereby achieving a nullity, contempt of the statutes, and causing no little harm to the International Red Cross, a body whose value in the world is without price.

That is not clever, any more than is the retaliatory action by the South African Foreign Minister in seeking to expel the delegates of the International Committee of the Red Cross from South Africa and Namibia, when that excellent body is completely blameless in the matter.

I am, Sir, your obedient servant,
G. I. A. D. DRAPER,
16 Southover High Street,
Lewes, Sussex,
October 27.

From Mr C. C. Tremlett
Sir, How desperately sad that it is now the turn of the Red Cross to suffer the humiliation of African misuse.

How many of us will reluctantly cease to contribute to an organisation that has allowed itself to forsake its greatest virtue and turn political?

Yours very truly,
C. C. TREMLETT,
Westwood Farm,
Hatfield,
Leominster,
Herefordshire.

Control of Angola

From Mr Fred Bridgland
Sir, Your correspondent, Mr David L. Lee (October 24) is democratically entitled to accuse you of "singularly misleading journalism" in relation to events in Angola. However, his expertise on that country has to be questioned when he tries to persuade your readership that Jonas Savimbi's Unita movement deserves its support from the Ovambo people.

Anyone acquainted with that area of the world would know that the Ovambo people are mainly identified with the Swapo movement, which is trying to liberate Namibia, Angola's neighbour. Mr Savimbi is a member of the Ovimbundu, Angola's largest tribe, although members of his central committee come from every major tribe in Angola.

To suggest that the core of Mr Savimbi's support comes from the Ovambo is either like trying to persuade me that Mr Charles Haughey depends on the votes of the Democratic Ulster Unionist

Party for his power, or that Mrs Thatcher is widely popular on Clydeside.

It is perhaps also worth mentioning, since Mr Lee did not, that Swapo and Unita are fighting for the same objectives. Swapo wants the withdrawal of foreign troops (South African) from Namibia and the holding of democratic, multi-party elections, as promised by the United Nations. Unita is fighting for the withdrawal of foreign troops (Cuban, East German and Soviet) from Angola and the holding of democratic, multi-party elections, as promised by the Avlor accord of January, 1975, signed by Angola's former Portuguese colonial rulers and three liberation movements.

The odd thing is that many Western democrats seem to believe that black Angolans are less worthy of the right to vote than black Namibians. Why this discrimination?

Yours sincerely,
FRED BRIDGLAND,
14 rue Philippe le Bon,
Brussels, Belgium,
October 24.

Planning controls

From Mr W. P. Winston
Sir, In his articles on planning controls (October 13, 14, 15) Hugh Clayton raised the issue of the misuse of public planning inquiries. To understand it, it is necessary to refer to the planning Acts.

It was Bonhoeffer who argued so courageously (and finally with his life) that the Christian must always follow first the call of Christ before any laws of man. Naturally this call must be tested carefully (especially by a bishop, who has indeed "an administrative and quasi-judicial function"), but once received it is to be obeyed without legal impediment.

Writing as an Anglican priest with 14 years' experience of teaching both men and women preparing for ordination, I am convinced that members of both sexes have indeed been called by Christ. It would be unthinkable for me to put the demands of law (let alone those of "accepted... practice") before those of this call. To do so would be utterly to defy the notion of vocation expounded by Paul, Augustine, Aquinas, Luther, and a host of lesser theologians.

If the Bishop of Kingston, too, has become convinced of this call he cannot in good conscience bow to the temporary demands of synodical legalism.

Yours sincerely,
ROBIN GILL, Associate Dean,
Faculty of Divinity,
University of Edinburgh,
New College,
Mound Place, Edinburgh,
October 22.

appeal inquiry is then treated as part of the procedure for controlling a development regarded as outside the development plan. The result is the appellant is invariably seen, at least by some, as seeking to upset the established order, as rocking the boat.

In reality the inquiry arises because the appellant's development was not included in the development plan. The real purpose of the inquiry is to investigate whether the development plan should be altered to include the appellant's project.

The common reason why even large projects are omitted from development plans is their timing. The Brent Cross Shopping Centre (London) was omitted and came in with the growth in trading and car ownership. Similarly the New Covent Garden Market came in as railway land became available through rationalisation and the withdrawal of steam locomotives. The oil production industry has had to make its way mainly outside development plans because of the pace of its development.

To cure the misuse of planning inquiries the law needs amending to give statutory recognition to the part initiators in society have long been playing in updating development plans.

Yours faithfully,
W. P. WINSTON,
12 Grange Meadow,
Banstead, Surrey,
October 20.

Nuclear safety

From Mr J. H. Pethybridge
Sir, In your issue of October 14 Mr Brian Parker asked whether the risk of a large accident at a UK reactor is so small that it can be discounted. Mr John Baker, Corporate Managing Director of the CEGB replied (October 22) and went as near as possible to giving complete assurance on the point. Companies as far as I know, exclude liability from nuclear accidents or any form of damage from radiation in their comprehensive policies covering property, and in fact decline to give cover in this respect? There is no such exclusion for damage arising from accidents at coal, oil or hydraulic installations.

Yours faithfully,
JOHN H. PETHYBRIDGE,
Barn Park, Bodmin, Cornwall,
October 22.

ON THIS DAY

OCTOBER 30 1929
"Black Tuesday" was the worst day of a bad week on the New York Stock Exchange which had started on October 23. In spite of authoritative statements the previous week showing that fundamentally business was unusually strong and recommending the purchase of good securities the public were not reassured and liquidation continued.

WALL STREET RECORD

NEARLY 17,000,000 SHARES SOLD
FURTHER FALL IN PRICES
A SHORT-LIVED RALLY
(From Our Own Correspondent)
NEW YORK, Oct. 29
There has never been such a day of liquidation on the stock markets as this. For the third time in less than a week stocks, good, bad, and indifferent, were thrown upon the market in huge blocks for what they would bring. Prices broke far below the previous low levels of the year, wiping out all the gains of more than 12 months and establishing almost incredibly low new records.

Up to 2 o'clock, in four hours of trading, nearly 14 million shares had been sold, or more than in the whole five hours of last Thursday, when trading was completely demoralized. By the time the market closed at 3 o'clock, the volume was close to 17 million shares, with the recording ticker more than 89 minutes behind the transactions on the floor of the New York Stock Exchange. On the Korb Market at the close the ticker was 133 minutes behind trading. The total sales there reached a new high total of 7,996,300 shares.

Just before the close of the market on the "big board", the prices of several leading stocks made what would have been impressive rallies in any ordinary market, but in this market they seemed comparatively small. It was almost the only instance of the kind that occurred throughout the day. For all this rally United States Steel ended 12 points down on the day, American Can 16 points, American Telephone and Telegraph 28 points, Westinghouse Electric 19 points, General Electric 30 points, American and Foreign Power 22½ points, Sears, Roebuck 16½ points, and Johns-Manville 17 points down, and there was a long list of similar losses in other recent market favourites. And these losses were the result of the already great losses sustained yesterday and last Thursday...

When the market on the Stock Exchange closed last night, with most stocks at their lowest levels of the session, further liquidation was expected today, but in nothing like the volume that appeared. But the burst began immediately at the opening of the Exchange. Blocks of from 20,000 to 170,000 shares were thrown into the market, and prices, "blasted" at short intervals by telephone from the floor of the exchange, were far lower than those appearing on the tape...

"A leading industrialist," his identity but thinly disguised under that designation, was interviewed by reporters as he was leaving the Morgan offices. There was no possibility, he said, that the corporations would do what had been feared — namely, withdraw funds from the call money market to meet their margin requirements. His declaration, however, was unfortunately juxtaposed with an official statement that the Federal Reserve Board was putting credit into the market which would take the place of heavy withdrawals of funds by the corporations. Senator Brookhart, of Iowa, did nothing to calm the excitement by a prediction that if the stock market continues to fall, bank failures throughout the United States might be looked for.

This morning Controller Berry, of New York, announced that the sale of \$60,000,000 (£12,000,000) City bonds scheduled for tomorrow had been temporarily postponed because, "owing to the most demoralized condition of trading which the Stock Exchange has ever seen, the principal banking houses and financial institutions which had formed syndicates to put in bids have suggested to me that it would be a patriotic move, and in the best interest of the country as a whole, to aid the effort now being made by the large banking institutions" to stabilize the financial situation.

One of the incidents of the day was the fatal fall from one of the upper stories of an apartment house building in which he lived, of the president of a company whose stock a few months ago sold at 113, and cutting sold at 4.

Cutting edge

From Sir John Elliot
Sir, In the excellent description by Guy Topham of revolutionary Paris (Travel, October 25) there is one error. He refers to "the rusty blade of the guillotine hanging on the wall" outside Marie-Antoinette's cell.

What hangs there is the actual bell, used to tell the wardens that the tumbrils had arrived in the courtyard to take the day's condemned to the guillotine, then in the Place Louis XIV (now Concorde).

There are a number of blades still in existence — one was for years in Madame Tussaud's in London. Another is (or was) in the Musée Grévin.

Your obedient servant,
JOHN ELLIOT,
Stonyfield,
Great Easton,
Dunmow, Essex,
October 26.

Ronald Butt
ning of the
w in Avon

Miles Kington
Oliver goes
nd the twist



JOHN BRAINE... one room at the top... advertisement text.

JOHN BRAINE... advertisement text.

JOHN BRAINE... advertisement text.

JOHN BRAINE... advertisement text.

JOHN BRAINE... advertisement text.

JOHN BRAINE... advertisement text.

JOHN BRAINE... advertisement text.

BIRTHS, MARRIAGES, DEATHS AND IN MEMORIAM

And so shall be held of all men for my name's sake...

BIRTHS

BALFOUR On 28th October to Cecilia... BIRTHS... text.

DEATHS

BURTON On 29th October 1986... DEATHS... text.

MEMORIAL SERVICES

ROBERTA A. A thanksgiving service... MEMORIAL SERVICES... text.

FUNERAL ARRANGEMENTS

BURIAL The funeral of Alan... FUNERAL ARRANGEMENTS... text.

IN MEMORIAM - PRIVATE

JENNIE Marcelline dear loved... IN MEMORIAM - PRIVATE... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

IN MEMORIAM - PUBLIC

JENNIE Marcelline dear loved... IN MEMORIAM - PUBLIC... text.

PERSONAL COLUMNS

ANNOUNCEMENTS

WANTED to the Alps this winter... ANNOUNCEMENTS... text.

FOR SALE

YOU'VE BEEN FLOORED BY OUR PRICES AT RESISTA CARPETS... FOR SALE... text.

FLATSHARE

SW11 Mews and garden... FLATSHARE... text.

SERVICES

PROFESSIONAL Love or Marriage... SERVICES... text.

WANTED

BUY SPINK Buy War Medals... WANTED... text.

DISCOUNT FARES

NEW LOW FARES WORLDWIDE... DISCOUNT FARES... text.

UP AND AWAY

UP AND AWAY... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

DISCOUNT FARES

DISCOUNT FARES... text.

OVERSEAS TRAVEL

ALL FLIGHTS BONDED... OVERSEAS TRAVEL... text.

WINTER SPORTS

SKI WHIZZ!... WINTER SPORTS... text.

RENTALS

12 HERTFORD STREET, MAYFAIR, WI... RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

WINTER SPORTS

SKI WHIZZ!... WINTER SPORTS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

WINTER SPORTS

SKI WHIZZ!... WINTER SPORTS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

RENTALS

RENTALS... text.

DR MARGA TOMPE... advertisement text.

DR MARGA TOMPE... advertisement text.

DR MARGA TOMPE... advertisement text.

DR MARGA TOMPE... advertisement text.

DR MARGA TOMPE... advertisement text.

Spa study could help psoriasis sufferers... Science report.

A joint research team involving immunologists and biologists at the National Hospital for Psoriasis... Spa study could help psoriasis sufferers.

Those cells, which are also believed to be most severely affected by the virus, were found to be present in psoriatic patches, which in turn occur when the skin cells begin to renew themselves at an abnormally high rate... Spa study could help psoriasis sufferers.

Dr Helgi Valdimarsson, whose team's findings are reported in the September issue of Immunology Today, writes that experimental trials of the drug cyclosporin A - used in transplant operations to inhibit rejection by selectively paralyzing the... Spa study could help psoriasis sufferers.

DR MARGA TOMPE... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

British Heart Foundation... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Luncheon... advertisement text.

Service dinner... advertisement text.

Service dinner... advertisement text.

Service dinner... advertisement text.

Service dinner... advertisement text.

Service dinner... advertisement text.

Syrians 'in truce deal with Paris'

From Diana Geddes Paris

The French Government is reported to have obtained the help of Syria and Algeria in imposing a truce on terrorist bombers in exchange for an implicit undertaking that Georges Abdallah, their presumed leader, will not be treated harshly when he is tried in France next February.

These dramatic "revelations" are made in an uncorroborated article in yesterday's *Le Monde* by a journalist known to have excellent contacts in the French secret service, which is said to have been involved.

At the very moment the deal was allegedly being negotiated, M Jacques Chirac, the Prime Minister, was repeating the Government's determination never to negotiate with terrorists.

Abdallah, serving four years for possessing forged papers and illegal arms, will face charges of complicity in the 1982 Paris murder of Mr Charles Ray, the American military attaché, and Mr Yacov Barsimantov, an Israeli diplomat. His release is one of the principal demands of the terrorists.

According to *Le Monde*, the Syrian secret service has agreed "to carry out physical reprisals" against the Abdallah clan if there are more attacks on France before the trial.

The probable *quid pro quo* for the Syrians, the paper suggests, was cash plus the arms deal reported by various French and British papers.

However, M Jean-Bertrand Raimond, the French Foreign Minister, yesterday reiterated denials of any such deal.

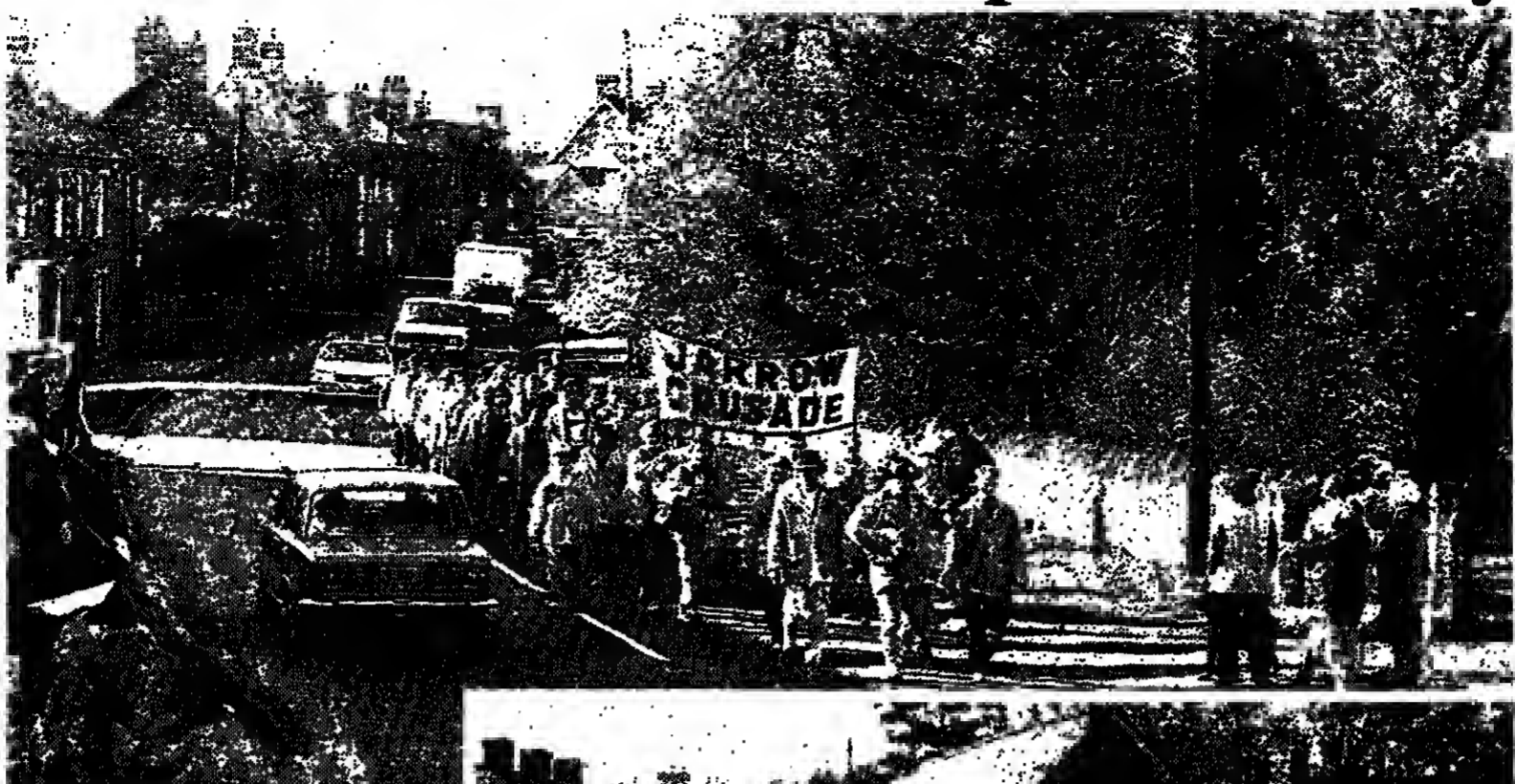
Furthermore, the delivery of arms due to be sent to the Syrians under 1982 and 1984 contracts had been blocked and all recent requests for more arms had been refused, he insisted.

● LONDON: Britain and Syria were finalizing details yesterday to establish interest sections in each other's capitals who their embassies are closed at the end of the week (Nicholas Beeston writes).

Britain is set to be represented in Damascus by the Australian mission and Syria will be represented in London by the Lebanese Embassy on Kensington Palace Gardens, according to British and Syrian officials.

Bonn seeks answer, page 9

Modern Jarrow march steps into history



The present-day Jarrow marchers recreating the past yesterday in Buckinghamshire (above), as they rounded the corner in Lavendon, near Olney, where an historic photograph was taken of their predecessors on their 1936 march to London to protest over unemployment (right).

Mr John Badger, one of the 50th anniversary marchers, unveiled a brass plaque, which is a representation of the 1936 picture, at the spot.

Mr Neil Kinnock, the Labour leader, will join the marchers for an hour today. The 291-mile trek along the route used by the original marchers ends in London on Sunday.

The marchers have been collecting thousands of signatures for a petition urging help for unemployment black spots. It will be handed in the House of Commons next Wednesday.

(Photograph: Bill Warburst)



Hurd orders Bamber inquiry

Continued from page 1

inherit more than £436,000 from his parents.

For more than a month after murdering his family with a .22 rifle Bamber fooled police into believing that his mentally ill sister, the former London model "Bambi", had carried out the murders before committing suicide.

Mr Justice Drake, the trial judge, criticized police for their "perfunctory examination" of the carnage at the farmhouse.

After the 19-day trial at Chelmsford Crown Court, at

which the jury found the farmer's son guilty by a 10-2 majority on five counts of murder, Mr Ronald Stone, retiring deputy chief constable, conceded that Bamber had duped detectives.

Yesterday Mr Bunyard said: "I welcome the request from the Home Secretary for a report into the investigation."

"It will give me the opportunity to correct any false impressions he may have formed."

"Although at an early stage in the inquiry the investigating officers appeared to have

been misdirected by a plausible villain, the position was recovered through the skill and dedication of a large number of members of the Essex police who produced enough evidence to secure a conviction."

A catalogue of errors, omissions and ineptitude by detectives, which included their failure to find the blood-stained silencer belonging to the murder weapon - crucial in proving Mrs Caffell's innocence - meant that Bamber remained free for several weeks.

New security rules for Cyprus base

Continued from page 1

examine the state of security at other static communications sites.

Also the positive vetting clearances of all personnel who had been with 9 Signal Regiment in the last two years were being "critically reviewed."

Despite the acquittals of the seven servicemen the Security Commission acknowledged that in future it was important to be aware of the possibility

of a conspiracy involvement in security breaches not just the threat of an individual breach.

Six of the servicemen acquitted have since left the services, either through being discharged or after requests for voluntary premature release.

The seventh, Wayne Krichin, had asked to be released but is not due to leave the RAF until December 12.

Frank Johnson in the Commons Westland and the selfless Major

Mr George Younger, Secretary of State for Defence, in one more debate on Westland, yesterday used the most ruthless tactic so far in the Government's efforts to defend itself against the charge of malpractice in the affair of 10 months ago. He spoke about helicopters.

Technically, the debate was about the Government's response to the observations on the affair made by the all-party Select Committee on Defence. But the committee had issued two lots of observations. The first was a report entitled *The Defence Implications of the Future of Westland* (House of Commons Report, No 518), in other words, a document about a minor aspect of the affair (the helicopters).

The second was a report entitled *The Government's Decision-Making* (House of Commons Report, No 519), in other words, a document about what is really meant by the term Westland Affair. That is to say, Mr Michael Heseltine, Mr Leon Brittan, the Solicitor General's letter, Mr Bernard Ingham, Ms Collette Rowe, what Mr Ingham said to Ms Rowe, what they all said to the Prime Minister, and, above all, in the view of the Opposition parties, what the Prime Minister said to all of them.

Mr Younger, opening the debate, concentrated remorselessly on the first report. He rose, put his head down, and for more than half an hour read solidly about helicopters. "The House is indebted to the Rt Hon Member for Speyholme (Sir Humphrey Atkins, Tory chairman of the Select Committee) and his committee for a clear and cogent exposition of the defence issues, based on wide and deep research," he began.

Furthermore, "the Government agree with much of the committee's analysis. Inevitably there are points on which we cannot go the whole way with the Committee, but this does not prevent us from recognizing the report as a major contribution...," and so on.

Major Contribution is one of the several senior military gentlemen called on by politicians to carry out important tasks in difficult times. He is of course not as senior as General Review, or the top brasshat, most favoured by Labour and Alliance economic spokesmen, and the

most extreme Tory Wests. General Refutation. But at least he is a commissioned officer and many cuts above that ilk who is always being called for by the new class of pebbian Tory backbencher Corporal Punishment.

Yesterday, the Major gave selfless service when called upon by Mr Younger, himself a former officer and therefore an old comrade. And it gave great satisfaction in all parts of the House when the Contribution received a decoration from the hands of the Secretary of State for Defence.

Reading the citation, Mr Younger said that, while serving on the Select Committee, the Major had contributed "to thinking on the subject," which was "proving valuable in helping us to form our own views".

There seemed every prospect that the Major will end up being promoted to General Analysis, retiring with a greatly-enhanced pension.

"The committee rightly point out that the helicopter has an established place in both maritime and land-air warfare," Mr Younger continued. On and on he went about helicopters. Labour backbenchers began fidgeting. Tories chuckled to one another. Mrs Thatcher, seated next to Mr Younger, stared down at what at first seemed an important piece of paper. On closer inspection, it proved to be blank.

Mr Brittan, the mysterious lawyer at the centre of the affair, emerged to give his reaction to the Select Committee's strictures about the way the decisions were made. In future, any government would and should insist "that its decisions should have the support of all its members and should not be undermined from within".

Later, he was a little more personal when he said that the Government's policy over Westland had been "threatened at every turn by one of its own members". These were his only references to the Westland Affair, as history knows it. Mr Heseltine, who had made it known that he would not be speaking, was present, and stared at the ceiling. The determined tone of Mr Brittan's speech, however, is summed up by one of its last phrases: "I make no apology for making so much of my remarks about helicopter policy."

Today's events

Royal engagements
The Queen visits RAF Locking at Weston-Super-Mare, 10.
The Prince of Wales, the Duke of Cornwall, opens the new students' residence at the Duchy Agricultural College, Stoke Climsland, Cornwall, 3.40.
The Princess of Wales, Patron of Help the Aged, attends the Starlight Cabaret at the Hilton hotel, 8.

Princess Anne attends a reception in aid of TS Royalist given by the Sea Cadets at Trinity House, London, 6.15; and afterwards, attends the Association of Livery Masters 1985 ladies' night dinner at the Chiswell Street Brewery, London, 7.45.
Princess Margaret attends a performance of *Calamity Jane* at the Assembly Hall, Royal Ulster Rifles, in aid of the Kent and Sussex and Pembury Hospitals Cancer Scanner Equipment Fund, 7.40.

The Duchess of Gloucester attends the Nabisco Wightman Cup Tennis Championships at the Albert Hall, 7.10
Exhibitions in progress
Masterpieces of twentieth century photography: Cornerhouse, 70 Oxford St, Manchester, Tues to Sat 12 to 8 (ends Nov 23).
The Age in East Anglia: Natural History Museum, High St, Colchester, Mon to Fri 10 to 5, Sat 10 to 5 (ends Nov 9).

Books - paperback

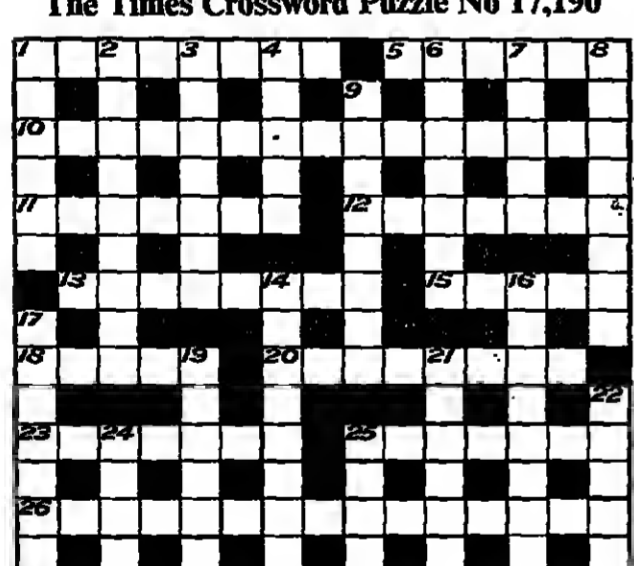
The Literary Editor's selection of interesting books published this week
FICION
Amphibious and the Seagull, by David Ireland (Penguin, £3.95)
12 Edmondstone Street, by David Malouf (Penguin, £2.95)
Last Letters from Haw, by Jan Morris (Penguin, £2.95)
Love Always, by Ann Beattie (Penguin, £2.95)
The Accidental Tourist, by Anne Tyler (Penguin, £2.95)
NON-FICTION
Edward VIII, by Francis Donaldson (Weidenfeld & Nicolson, £6.95)
Footsteps, Adventures of a Romantic Biographer, by Richard Holmes (Penguin, £3.95)
Missing Through in Madagascar, by Deris Murphy (Century Hutchinson, £5.95)
The Complete Little Ones, by Gavin Ewart (Century Hutchinson, £5.95)
The Third Cuckoo, More Classic Letters to The Times, chosen and edited by Kenneth Gregory (Hogarth Press, £3.95)

Weather forecast

Troughs of low pressure over northern England and Wales will move SE, clearing during the afternoon as a depression near northern Scotland moves NE.



The Times Crossword Puzzle No 17,190



ACROSS
1 Allowed injunction to Edward the Confessor? (8)
5 Is Circle to prohibit Met line? (6)
10 But it need not be sung pppt! (10,5)
11 Sally in springtime displays such splendour? (7)
12 Having strong desire to tear a T-shirt? (7)
13 This bird has to come down to scoff? (8)
15 Drove to Ohio for Copland's music? (5)
18 Tallest golden or reddish-brown oak? (5)
20 Little old woman swimmer? (8)
23 Tumbler often seen on bars? (7)
25 Galley-vessel under pressure? (7)
26 I non-caring idiot, ruined in-door plant (3-12)
27 Press Council hearing (6)
28 Bank concession about to expire (8)

The pound

	Bank	Bank
Australia \$	2.28	2.19
Austria Sch	21.20	20.00
Belgium Fr	22.70	21.50
Canada C	2.036	1.945
Denmark Kr	11.24	10.66
Deutsche M	7.42	7.02
France F	6.72	6.29
Germany DM	2.00	1.93
Italy Lira	2070.00	1950.00
Japan Yen	11.20	10.60
South Africa R	4.10	3.80
Spain Ptas	2070.00	1950.00
Sweden Kr	10.28	9.82
Switzerland Sfr	2.00	1.93
USA \$	1.48	1.41
Yugoslavia Dnr	78.00	68.00

Roads

Wales and West M4: East-bound carriageway closed between junctions 16 and 17 (Swindon/Chippenham), contraflow westbound. M5: Lane closures between junctions 11 and 12 (Cheltenham/Gloucester), northbound entry slip road at junction 14 (Thornbury) closed. A449: Various contraflow systems between Usk and Coldra at M24 junction 24 (Raglan). The North M6: Major roadworks with lane closures between junctions 17 and 18 (Sandbach/Middlewich), resurfacing work between junctions 32 and 33 (Preston/Lancaster, South), contraflow in operation. A41: Resurfacing work at New Chester Road, Eastham (Merseyside), single lane traffic, junction at Stannely Lane closed. Scotland M8: Lane closures at Hillingdon interchange (Strathclyde). A88: Southbound lane closures between central regional boundary and Castlemay (A73 junction) in Dunbartonshire. Contraflow on southbound carriageway from N of Arberthaven to Dalreoch. Information supplied by AA

Anniversaries

Births: John Adams, 2nd president of the USA 1797-1801, Braintree, Massachusetts.
1735: André de Chénier, poet, Constantinople (Istanbul), 1762. Alfred Sisley, painter, Paris, 1839. Paul Valéry, poet, Giverny, France, 1897. Ezra Pound, Hazy, Idaho, 1895.
Deaths: Edmund Cartwright, inventor of the power loom, Hastings, 1823. Jean-Henri Dumas, founder of the Red Cross, Meiden, Switzerland, 1910. Charles Manning, clergyman and writer of Gothic stories, Dublin, 1824. Bonar Law, prime minister 1922-23, London, 1923. Pio Baroja, novelist, Madrid, 1956.

Lighting up time

	Sun sets	Sun sets
London	6.50 pm	4.30 pm
Edinburgh	5.11 pm	3.47 pm
Newcastle	5.11 pm	3.47 pm
Manchester	5.11 pm	3.47 pm
Cardiff	5.11 pm	3.47 pm
Belfast	5.11 pm	3.47 pm

Around Britain

	Sun Rain	Max	Min	Sun Rain	Max	Min
London	0.1	17	10	0.1	17	10
Edinburgh	0.1	17	10	0.1	17	10
Newcastle	0.1	17	10	0.1	17	10
Manchester	0.1	17	10	0.1	17	10
Cardiff	0.1	17	10	0.1	17	10
Belfast	0.1	17	10	0.1	17	10

Talks, lectures

Lasers in medicine, communications and science by Anthony McCaffery, Centre for Continuing Education, Education Development Building, Sussex University, Falmer, Brighton, 6.30.
How safe is the banking system? by Professor Richard S Dale, Heriot-Watt University, Mounthatten Building, Grassmarket, Edinburgh, 5.45.

Job splitting scheme

The Department of Employment has announced details of a job splitting scheme which could benefit employers, assist those people who wish to work only part-time and provide young people leaving the Youth Training Scheme with a job. A leaflet explaining the scheme is available to employers from any Department of Employment, Jobcentre, or Employment Measures Unit, or by telephoning 01 213 7462.

Parliament today

Commons (2.30): Financial Services Bill, Lords amendments, first day.
Lords (3): Education Bill and Salmon Bill, Commons amendments.

Portfolio Gold

Portfolio - how to play
Monday-Saturday record your daily share prices. Add these together to determine your total portfolio value. If you want to know the published value of your portfolio, you can get it by telephoning 01 213 7462. The price is 1.95 per copy. The price is 1.95 per copy. The price is 1.95 per copy.

Yesterday

	C	F	C	F
Belfast	11.52	10.50	11.52	10.50
Edinburgh	11.52	10.50	11.52	10.50
Newcastle	11.52	10.50	11.52	10.50
Manchester	11.52	10.50	11.52	10.50
Cardiff	11.52	10.50	11.52	10.50
Belfast	11.52	10.50	11.52	10.50

Abroad

	C	F	C	F	C	F
Algeria	11.52	10.50	11.52	10.50	11.52	10.50
Australia	11.52	10.50	11.52	10.50	11.52	10.50
Canada	11.52	10.50	11.52	10.50	11.52	10.50
France	11.52	10.50	11.52	10.50	11.52	10.50
Germany	11.52	10.50	11.52	10.50	11.52	10.50
Italy	11.52	10.50	11.52	10.50	11.52	10.50

Handwritten signature or mark at the bottom of the page.

Johnson in the Commons
... and the
... Major

Executive Editor
Kenneth Fleet

STOCK MARKET
FT 30 Share 1267.2 (+11.1)
FT-SE 100 1597.0 (+13.4)
Bargains 23522 (26519)
USM (Datastream) 125.51 (+0.35)
THE POUND
US Dollar 1.4110 (-0.0045)
W German mark 2.8615 (-0.0134)
Trade-weighted 67.8 (same)

Dealers angry as chaos hits Exchange again

Chaos continued in the equity markets yesterday with several dealers being unable to have their prices quoted on the Topic screen network. In addition, the Stock Exchange cut back sharply on the services available on the system and there were growing fears that the problems of this week could take a long time to correct.

To add to the confusion, many brokers have been experiencing faults in their settlement systems, leading to late or inaccurate contract notes being sent to clients.

A number of large market-makers, including Barclays de Zoete Wedd, Mercury Securities and Morgan Grenfell Securities, suffered breakdowns during the day, forcing them to abandon quoting prices on screens and resort to telephones.

Most companies experiencing problems were uncertain whether it was their in-house systems were at fault or that of the Stock Exchange. It was clear that users of the in-house Colt systems which interfaces with SEAQ were experiencing repeated problems.

While most market-makers put on a brave face, there were growing signs behind the scenes of a lack of confidence in the ability of the market to correct the faults now afflicting its systems.

Some dealers now question the Stock Exchange's right to control the systems on which the market is based and suggested it might be better to develop alternative systems.

The Exchange is taking short-term measures to prevent another failure of the Topic screen network. These include "reprioritizing" Topic so that when demand is high it services those requiring price information before anyone requesting company news.

This means that many services will take even longer to appear on dealers' Topic screens. Services further down the list of priorities include information on financial futures, foreign exchange and economic forecasting.

The process of updating Topic pages has been speeded up. The Exchange has also taken steps to re-impose a £2,000 charge on all users of Topic Level 3 screens in the hope of reducing the number of subscribers.

"What they are doing is very much at the margin," complained one dealer. The Exchange appears to have been arbitrarily disconnecting Topic lines for some users and refusing to deliver new lines which have been ordered.

A spokesman said that there was no more room to bring new lines into the system.



Surrounded by discontent: Mr George Hayter, head of information services at the Exchange

Hanson backtracks over pension funds dispute

Hanson Trust was forced into a last-minute climbdown at a shareholders' meeting yesterday over its plans to split the Courage pension funds and to take control of an estimated £80 million pension surplus.

It agreed to reopen discussions on dividing the pension funds with Elders XL, the Australian lager company, which is buying Courage.

And it accepted it was wrong to deny representatives from the Transport and General Workers' Union a meeting with the Courage pension fund management and trustees.

However, the fate of the surplus remains uncertain. And Courage pensioners were unable to obtain assurances from Hanson Trust that they will have the same generous benefits treatment as they enjoyed with Courage.

Lord Hanson, absent on business in America, left it to Mr Derek Rosling, vice-chairman, to face the music at a packed shareholders' meeting called to approve the sale of Courage.

The London meeting was picketed by about 150 Courage employees, and dominated by a barrage of questions from Courage pensioners who were also Hanson Trust shareholders.

The TGWU bought Hanson shares on Friday to enable its general secretary, Mr Ron Todd, to attend.

The union had called a 48-hour strike on Tuesday. Yesterday's climbdown came after repeated questions from Courage pensioners and employees. However, it was not until an intervention by Mr Richard Courage, a former chairman of Courage, that Mr Rosling relented and agreed to reopen talks.

Mr Rosling had previously said: "Hanson Trust has not taken any funds out of the Imperial or Courage pension schemes, nor will it do so voluntarily in the future". The key word was "voluntarily".

A Hanson shareholder pointed out that provisions of the Finance Act 1986 might well force Hanson to claim the surplus for itself. "If statute requires us to do it, we have to comply," Mr Rosling admitted.

After the meeting, Mr Rosling said Hanson had not deliberately set out to use the new legislation to claim the surplus. Nor had the surplus been a factor in calculating Courage's sale price.

Mr Rosling said: "It is not certain what, if any, surplus there may be". However, it emerged yesterday that an actuarial valuation of the three Courage pension funds in 1985 had revealed a surplus of about £80 million.

Actuarial sources said yesterday Hanson's plans resembled a tactic called "spin-off termination" used in the US. This is employed by American companies to enable them to claim pension fund surpluses for themselves.

Undertaker named as a star of business

By Edward Townsend
Industrial Correspondent

The fashion for identifying Britain's rising entrepreneurial talent was taken a step further yesterday by the new glossy magazine, *Business*, which unveiled its list of the top 40 under-40s.

Predictably, the roll of honour included Mr Richard Branson, head of the Virgin Group and one of Mrs Thatcher's favourites, Mr Alan Sugar of Amstrad and Mr Bruce Oldfield, described as the crown prince of British fashion, who is also preferred by the Princess of Wales.

But surprises in the list, compiled by teams of journalists, business researchers, head-hunters, stockbrokers, merchant bankers and lawyers, included Mr Howard Hodgson, aged 36, head of his family's undertaking business in Birmingham, who has built up the firm which now has 1 per cent of the annual £330 million national turnover in funerals.

The youngest in the list is Mr Andrew Carmichael of the Britain's largest law firm, Linklaters & Paines, and who, at 29, is said to be the country's top Eurobond lawyer.

Six of the 40 are women, ranging from Mrs Betty Jackson, the fashion designer, to Mrs Lesley Watts, the first woman to become a main board director of Kleinwort Benson.

Five of the 40 are involved in financial services, with a further seven holding senior financial positions in their organizations.

Next expects profit of £60m

By Alexandra Jackson
Next, the clothing and home furnishing chain, hopes to grow by 25 per cent this year, according to Mr George Davies, the chief executive.

And assuming a full-year contribution from Grattan, the mail-order house, Next expects profits in excess of £60 million for the year to August 1987.

The group has decided to move its year end to January 1988, and therefore will report results for a 17-month period.

Next announced a rise in pretax profits yesterday from £20.8 million to £27.7 million for the year to August 1986.

Earnings per share increased from 8.7p to 12p. The final dividend is 3.7p. With the interim payment of 1.3p this represents an annual increase of 33 per cent.

Next plans to maximise the potential Grattan and intends to unveil its new concept for home shopping next autumn.

The group is continuing to expand its range of retail outlets. Tempus, page 26

Grosvenor backs bid

Grosvenor Group, the electrical distributor and manufacturer, has recommended the £29 million offer from Hollis, the stationery, furniture and timber group 82 per cent owned by Mr Robert Maxwell's Pergamon Press.

The decision came after BBA Group, the friction materials and conveyor belt company, allowed its agreed £7.8 million bid to lapse yesterday after gaining control of 18.7 per cent of Grosvenor.

Hollis stepped into the fray last week with a higher offer than BBA. BBA is showing a paper profit on its bid costs and the cost of its stake in Grosvenor. It has not yet decided whether to assent its 6.45 per cent stake to Hollis.

Reed up 57%

Reed International's pretax profits for the six months to September 28 rose 57 per cent to £80.2 million on turnover of £923 million. This pushed the share price up 40p to 291p. The interim dividend was increased by 38 per cent to 2.25p net.

Tempus, page 26

Tesco leap

Pretax profits at Tesco jumped by 40 per cent to £55.4 million for the 24 weeks to August 9. Turnover rose by 6.6 per cent to £1.7 billion. The interim dividend is raised by 0.45p to 2.55p net.

Tempus, page 26

No referral

The acquisition by Prosperde Mulder of assets of Thomas Borthwick & Sons will not be referred to the Monopolies Commission.

DDT listing

DDT Group, an unlisted securities market company, has applied for a full listing. Dealings are expected to begin on Monday. DDT maintains computers and telecommunications equipment and distributes computer peripheral equipment.

Output falls

South African gold production fell 52,424 kilos (1,685,463 ounces) in September after falling to 53,845 kilos (1,731,158 ounces) in August, according to Chamber of Mines figures. In September last year, South Africa produced 55,997 kilos (1,800,333 ounces).

United deal

United Newspapers has sold Morgan-Grampian Inc. one of its US subsidiaries, to Random House Inc for \$30 million (£21.24 million), payable in cash on completion. The proceeds will be used to develop business and repay debts.

Isro members vote to merge with SE

The International Securities Regulatory Organization, the group of largely foreign banks and securities houses, yesterday voted overwhelmingly to merge with the Stock Exchange.

The merger now hinges on the degree of support it will receive from the Exchange itself which will vote on the issue next month.

It would mean the creation of a unified exchange and regulatory body for both British and international equities.

This is likely to prove one of the most important events of the City revolution, strengthening London's position as one of the world's main capital markets.

Senior members of the Exchange are strongly in favour of the move because they are afraid that, without it, the growing business in international equities would leave the Exchange.

Isro's members voted by 164 to 1, with 22 abstentions, in favour of merging with the Stock Exchange, but the Exchange's members are not due to vote until November 11.

There is still resistance to the move by members in spite of strong support for the merger from Sir Nicholas Goodison, chairman of the Exchange.

As a result of the merger a new self-regulatory organization, the Securities Association, will be formed to police the conduct of market participants. The Exchange will be renamed the International Stock Exchange for Britain and the Republic of Ireland.

Isro said that it was not worried by the problems with the Exchange's new screen-based dealing system as far as international equities were concerned.

A spokesman pointed out that the international equity dealing system had not yet been developed.

The Securities and Investment Board is insisting that there should be a recognized trading exchange in international equities established by next June, by which time a screen-based dealing system will have to be in place.

Sir Nicholas is expected to become chairman of the enlarged exchange, while Mr Andrew Large, deputy chairman of Swiss Bank Corporation International, is expected to be the new chairman of the new SRO.

Loan rates 'need to go up again'

A further sharp rise in interest rates will be necessary to prop up the pound, says Phillips & Drew, the broker, in its latest monthly forecast.

The rise would be necessary to restore financial confidence and to keep inflation under control in an economy which was beginning to overheat.

The broker forecasts that consumer spending will continue to grow strongly, expanding next year by 3.9 per cent as the savings ratio falls.

Pay increases would not moderate much and the current account would run up a deficit of £3 billion, rising to £4½ billion in 1988.

Phillips & Drew expects sizeable tax cuts next year, combined with possible spending overruns, leading to an increase in borrowing. It says a public-sector financial deficit - struck before deduction of privatization receipts - of perhaps £14 billion in 1987-88 is worrying.

A more optimistic prognosis comes from another broker, Capel-Cure Myers, which believes the fall in the pound will stimulate manufacturing and boost economic growth from 1.9 per cent this year to 2.5 per cent next.

Capel-Cure Myers believes the more employment-intensive non-North Sea economy could grow by 3.1 per cent, leading to a fall in unemployment.

A small reduction in pay increases, coupled with higher productivity growth, would help to slow labour costs and could keep inflation below 4 per cent until the final quarter of next year.

Economic View, page 25

Eurotunnel hits UK cash target

Eurotunnel, the Anglo-French Channel tunnel consortium which has been struggling to raise £206 million in an international share placing, succeeded yesterday in its cash-raising exercise.

By the 2pm deadline Eurotunnel had reached the £75 million British target with applications from more than 40 institutions, including "one or two" investments of more than £5 million.

A similar amount has been raised in France, with the remainder being pledged from Japan, the United States and other countries.

Directors of the consortium were meeting last night in Paris, collating the share subscriptions.

Globe profits up 15%

Globe Investment Trust yesterday reported a 15 per cent increase in profits attributable to shareholders for the six months to September 30, 1986.

The attributable profits, after tax, were £11 million, compared with £9.5 million in the corresponding period last year.

Mr David Harvey, Globe's chairman, said yesterday the whole group had contributed to this year's rise, which was pleasing since Globe had reduced its holdings in high-yield stocks over the past two years in favour of low-yielding British and overseas investments.

He also highlighted the increase in underwriting fees and a reduction in the investment trust's borrowings.

However, he cautioned that the first-half increase would not be repeated in the second half. Earnings per share were increased by 12.9 per cent in the first half while net asset value decreased by 1.47 per cent.

MARKET SUMMARY
STOCK MARKETS
New York Dow Jones 1848.00 (+2.53)
Tokyo Nikkei Dow 16505.38 (+107.55)
Hong Kong Hang Seng 2345.24 (-10.69)
Amsterdam Gen 287.8 (-2.4)
Sydney AD 1374.3 (+16.8)
Frankfurt Commerzbank 1937.7 (-16.8)
Brussels General 3848.74 (-10.65)
Paris: CAC 378.4 (+0.9)
Zurich SKA General 538.70 (+0.1)
London closing prices Page 27
INTEREST RATES
Bank Base: 11%
3-month interbank 11 1/2-12 1/2%
3-month eligible bills: 10 1/2-11 1/2%
buying rate
US Prime Rate 7 1/2%
Federal Funds 5 1/4%
3-month Treasury Bills 5.21-5.19%
30-year bonds 9 1/2-9 3/4%
CURRENCIES
London: New York: \$: £1.4110
E: DM2.8615
S: SWF2.2820
S: FRF3.4418
E: Yen180.42
E: Index111.2
ECU ED.72848
MAIN PRICE CHANGES
RISERS:
Cookson Group 454p (+18p)
Hepworth Ceramic 210p (+22p)
Pilkington 520p (+14p)
Manders 339p (+17p)
Magnet 285p (+11p)
Cassini Group 475p (+16p)
Winney 185 1/2p (+9 1/2p)
Colson Group 213p (+7p)
Lucas 450p (+10p)
Matthew Brown 580p (+18p)
Burtonwood 673p (+23p)
WNL Low 555p (+15p)
Reed Int. 291p (+30p)
N Brown Inv. 800p (+30p)
Glen 840p (+30p)
Bestwood 435p (+30p)
Reuters 538p (+34p)
FALLS:
Henderson 182p (-19p)
B Matthews 272p (-8p)
Tesco 405p (-8p)
IC Gas 555p (-8p)
Prices are as at 4pm
GOLD
London Fixing: AM \$407.75 pm \$405.80
close \$405.00-405.50 (2268.50-387.00)
New York: Comex \$404.00-404.50*
NORTH SEA OIL
Brent (Dec) pm \$13.40bbl (\$13.65)
* Denotes latest trading price

Goodyear 'buying spree' on talk of Goldsmith takeover

Goodyear Tyre & Rubber refused to comment yesterday on reports that a takeover bid by Sir James Goldsmith was imminent.

The Ohio company, which agreed last week to consider a restructuring plan to raise the value of its shares, has according to analysts, been on "a wild buying spree" in response to the reports.

Sir James is reported to own more than 15 per cent of Goodyear's 109 million outstanding shares. His stake, based on recent share prices, is valued at \$781 million (£557 million). It is supposed to have raised a war chest through Bankers Trust Company to launch a new takeover campaign after his successful bid last year for Crown Zellerbach Corporation.

The Goodyear reports surprised analysts who said Sir James was best known for his interest in undervalued companies with large natural resources. Goodyear's sale of tyres accounts for about 70 per cent of earnings.

DEBENHAMS
ESTATE AGENTS
Can you afford to make a mistake over your mortgage?
At DEBENHAMS we make sure you don't.
With a Debenhams 'MultiQuote' Mortgage Service* you'll have access to:
1 Over 10 fund sources, in seconds
2 An instant computer link up to major UK insurers for the best value endowment plans
3 A Mortgage Reservation Certificate, reserving the funds you need for your new property
4 Plus MultiQuote Motor, Buildings and Home Contents Insurance, finds you the best value from a selection of major insurers, with instant quotations over the phone and can include:
• Instant Cover
• Monthly Premiums
• Built-In Legal Protection
and many other benefits.
Phone the MultiQuote Hotline now on 01-439 0079 or 01-491 2575
* MultiQuote is a Burton Group Financial Services service
Registered Office: Credit House, 48-50 Broadwick Street, London W1V 7TF Registered in England No: 1776339

Optical fibre link opens ocean lines

By Teresa Poole, Business Correspondent

The world's first international undersea optical fibre cable link was opened yesterday, the first of a number of links planned worldwide.

They will mean thousands of miles of optical fibres laid beneath the oceans over the next 10 years.

The 113 km (70.2 miles) link between Britain and Belgium is a joint project between British Telecom International, Deutsche Bundespost of West Germany, and the Belgium and Netherlands telecommunications carriers.

The system cost more than £10 million, including a £7.47 million contract with STC Submarine Systems which supplied the cable and terminal equipment.

The optical fibre link, which carries information along hair-thin strands of glass, has a total capacity of more than 11,500 telephone circuits, equivalent to about half the present total capacity of 12 oil-sea cables.

Technology has moved ahead since the first undersea

telecommunications link between England and continental Europe was laid in 1853.

The Britain-Belgium link puts in place the first of a global network of undersea optical fibre cables in which British Telecom will have a stake.

The TAT-8 transatlantic cable, of which the 29 co-owners also include AT&T and a number of European carriers, is expected to be in service by mid-1988.

British Telecom, which reduced prices for early customers, has already taken orders for private leased circuits from companies including Mobil, Barclays Bank, British Airways, and Management Services of America, worth more than £4 million a year.

Prices were reduced recently to compete with the transatlantic cable which Mercury Communications plans to have operating by 1989, in partnership with Nynex of the United States.

Young job makers turn the Prince's idea into a business success

By Ian Smith, Northern Correspondent

The Youth Business Initiative is for job makers rather than job seekers, according to the Prince of Wales, president of YBI, who yesterday visited its trade fair in Manchester Airport's hangar six.

The YBI helps young people between the ages of 18 and 25 to turn ideas into profitable businesses, with the help of a network of 18 regional co-ordinators supported by hundreds of managers at Britain's most successful companies.

The scheme began as a result of a visit by Prince Charles to Liverpool's Toxteth area four years ago. Spotting a group of teenagers as he picked his way through the rubble of the riot-torn area, he stopped to ask what they thought had gone wrong and why street violence was tearing the heart out of the city.

There was a lot of shoe-shuffling until one of the

group muttered it was because no-one cared about youngsters with no jobs and no future.

Prince Charles nodded and walked off and the youngsters thought their plight had yet again fallen on deaf ears.

However, he quickly enlisted the aid of leaders in commerce and industry to set up YBI and provide not only money but a wealth of professional guidance to help those unemployed youngsters eager but ignorant of how to establish themselves in the business world.

With the help of enterprise agencies, banks and building societies, budding entrepreneurs are helped to produce a business plan which is then submitted to a regional board.

If the plan is approved, each applicant receives a £1,000 bursary, with an additional £40 a week Manpower Ser-

VICES Commission allowance for the first 12 months.

An essential part of the project's success is the input of industrial expertise, a commitment proved not only by the attendance of 300 of the country's top industrialists at the trade fair, but by the large sums of money put into the project.

Ferranti, Bass Charrington, National Westminster Bank, ICI, and Marks and Spencer are a few of the contributors.

The companies have given senior executives paid leave of absence of up to two years to take part in the scheme.

The success of YBI was shown by the 108 exhibition stands.

They offered services from taxidermy to five-tiered cakes for special occasions, hand-crafted clocks, designer dresswear, engraved glassware, pine cabinets and portrait painting.

National Savings rates up

By Peter Gartland

The Department for National Savings yesterday announced higher interest rates on a number of their schemes for personal savers.

A new 32nd issue of National Savings Certificates with a guaranteed return of 8.75 per cent a year goes on sale from November 12 with a maximum holding of £5,000.

The 32nd issue certificates will be sold in £25 units and will increase in value to £38.03 after five years. The return is free of all British income tax and capital gains tax. The 31st issue, which has been available since September 1985, will be withdrawn from sale at post offices at close of business on November 11.

The annual interest rate on the NS Investment Account goes up from 10.75 per cent to 11.75 per cent from November 12.

The interest on Income Bonds and Deposit Bonds will increase from 11.25 per cent to 12.25 per cent a year from December 13. Income Bonds, which provide a regular monthly income to savers, require a minimum investment of £2,000. Deposit bonds, which take the form of a lump sum investment, have a minimum of only £100. No tax is deducted at source from interest on Income Bonds, Deposit Bonds and Investment Accounts.

The Department for National Savings also announced yesterday that the general extension rate applying to many earlier issues of Savings Certificates will go up from 8.01 per cent to 8.70 per cent a year from November 1.

Shares cut early losses

New York (Reuters) — Shares reduced their opening losses in early trading yesterday. Takeover stocks continued to be strong, but failed to excite the general market. The Dow Jones industrial average managed to rise by 1.41 to 1,846.58. Rising shares outnumbered declining ones—seven to five.

BankAmerica, which has received a takeover bid from First Interstate, gained 2 1/2 to 16 in active trading. EF Hutton gained 2 1/2 to 50 and Lloyds 3 to 28 1/2.

On Tuesday, the average finished 3.65 higher at 1,845.47.

Oct 28	Oct 27	Oct 28	Oct 27	Oct 28	Oct 27
AAA	58 1/2	58 1/2	Prize	60 1/2	59 1/2
AA	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
A	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
B	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
C	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
D	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
E	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
F	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
G	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
H	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
I	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
J	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
K	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
L	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
M	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
N	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
O	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
P	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
Q	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
R	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
S	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
T	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
U	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
V	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
W	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
X	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
Y	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2
Z	58 1/2	58 1/2	Phosphates	59 1/2	58 1/2

Abaco pays £12.5m for Lambert

By Alison Eadie

Abaco Investments, the acquisitive financial services group, is buying Lambert Smith & Partners, the consultant surveyor and valuer, for £12.5 million.

This is Abaco's seventh acquisition this year and potentially its largest. Lambert will be merged with Anthony Brown Stewart, Abaco's other commercial surveyor, bought in May.

Lambert is strong on shop, office and investment agency work and Anthony Brown specializes in professional services and property management.

Mr Peter Goldie, chief executive of Abaco, said Lambert would not be the last of the commercial agent acquisitions.

Lambert made pretax profits of £668,000 in the year to

February 14. Payment is in two stages: a cash amount of £6.5 million and a deferred payment of up to £6 million, of which £5 million will be in shares.

The full deferred consideration will be payable if Lambert makes profits of £1.5 million this year. The exit p/e, assuming profits of £1.5 million, is 12.8. Abaco will fund Lambert internally.

US 'losing China trade'

From Robert Grievies, Peking

Mr John Bohn, president of the US Export-Import Bank, said at a press conference here yesterday that American business is losing millions of dollars worth of contracts in the Chinese market because it cannot compete with European and Japanese concessional financing.

Mr Bohn said that if current talks in Paris "do not go well"

in clearly defining the circumstances under which France and Japan, in particular, could provide mixed credits to China, the US might be forced to provide similar financing arrangements.

"We believe aid should be used for aid purposes, and not to finance purchases of telecommunications equipment," Mr Bohn added.

We'd like to get on first name terms.

PLEASE DON'T THINK we're advocating any unseemly informality. Far from it. We merely wish to become the first name that springs to mind when you're considering anything to do with offices, shops, or industrial and high-technology buildings.

Anything, did we say? Yes, more or less. We're aware that's rather a large claim. However, we are rather a large practice. (We've eighty-five partners and associates, and over five hundred staff in the UK alone.)

And we didn't get big by turning down small jobs. In the past year, for example, we've handled instructions on units ranging in size from 400 square feet up. Admittedly, the largest is 3 million square feet, and it's true that much of our work is extremely large.

As a matter of fact we think our size adds perspective to our experience and skills. Big can be beautiful too, you know. We'd like to put our skills at your service. And to begin with, let's run through what we do.

Our investment people handle buying and selling, and the funding of property development. Our agency teams cover developing, letting and acquiring, as well as rent reviews and lease renewals.

Our valuations group can tell you what your property's worth. And in these days of 'intelligent buildings' you need highly intelligent advice on management, maintenance, and the improvement of property. What's more our databank is one of the



largest sources of commercial property information; which is one reason we act as consultants to so many clients.

And we're just as at home abroad. In other Jones Lang Wootton firms overseas there are a further 125 partners and 1,200 staff, in 35 offices, in 14 countries, on 4 continents.

Whether you're at home or abroad, large or small, we're at your service.

If you'd like to know anything else, please call us on 01-493 6040.

To begin with, just ask for Jones Lang Wootton.

COMPANY NEWS

WILLIAM LOW: Year to Sept. 6. Total dividend raised to 13.5p (12p). Turnover £233.36 million (£206.87 million). Pretax profit £7.26 million (£6.26 million). Capital expenditure during the year was £22 million and is expected to be £20 million in the current 12 months. Bank overdrafts now stand at £14.8 million. The company has arranged a medium-term facility to replace a substantial part of this and to fund developments.

HENDERSON GROUP: Half-year to Aug. 30. Interim payment 2.5p (2.5p). It will be paid on Dec. 15. Turnover £41.91 million (£38.6 million). Pretax profit £2.2 million (£2.6 million). Earnings per share 6.4p (7.2p). The board believes that action it is taking will enable the company, in due course, to return to the rates of profit and dividend growth previously seen. The dividend for the full year (7p last time) is expected to be maintained.

GLOBE INVESTMENT TRUST: Six months to Sept. 30. Interim dividend 1.38p (1.33p), payable on Jan. 7. Pretax profit on ordinary activities £15.92 million (£13.84 million). Earnings per share: basic, 2.11p (1.85p) and fully diluted, 2.05p (1.85p). The board says that the rate of increase in profits in the first half is not expected to be repeated in the second.

ROBERT WCBRIDGE (HOLDINGS): Half-year to June 30 (comparisons restated). No interim dividend (1.07p). Net turnover £25.69 million (£23.24 million). Profit, before and after tax, £2.63 million (£2.44 million). Earnings per share 4.36p (4.05p).

FEDEX AGRI-CULTURAL INDUSTRIES: First half of 1986. Interim payment maintained at 0.5p, payable on Jan. 6. Turnover £19.25 million (£19.66 million). Pretax profit £502,000 (£421,000). Earnings per share 2.21p (1.85p).

AMBER DAY HOLDINGS: The company is reporting for the 53 weeks to May 31, compared with the previous year. Turnover £9.37 million (£9.38 million). Pretax profit £57,000 (£36,000). Earnings per share 1.5p (0.43p).

BENNETT & FOUNTAIN GROUP: The group has bought Moss Electrical for £3.63 mil-

lion in shares. This acquisition is the tenth since Bennett came to the USM last year and is part of its drive to become a national company.

AVON RUBBER: Avon Industrial Polymers, a group company, has acquired CQC of Barnstaple, Devon, from British Land, for £2.4 million cash. CQC's pretax profit for the year to March 31 last was £298,000.

FINE ART DEVELOPMENTS: The company is expanding with the £800,000 purchase of Gallery Cards, which operates 13 card shops in the Midlands and East Anglia. Gallery was owned by United News Shops, the CTD shops offshoot of United Newspapers.

BURGESS PRODUCTS (HOLDINGS): Coio Industries, which action it is taking will enable the company, in due course, to return to the rates of profit and dividend growth previously seen. The dividend for the full year (7p last time) is expected to be maintained.

ENGLISH NATIONAL INVESTMENT CO: Half-year to Sept. 30. Pretax profit £218,093 (£150,573). Interim dividend on preferred shares 3.7p (3.3p) and on deferred shares 1.25p (0.85p). In view of strong corporate revenue growth, the company should continue to show good progress and the board expects the final dividend to be at least maintained. Last time, a final of 5.25p was paid on the preferred shares and one of 2.8p on the deferred.

NIMSLO INTERNATIONAL: Six months to July 31. Pretax profit £274,000 (£194,000), against a loss of £2.66 million. Turnover \$1.09 million (\$14.02 million). Earnings per share 3 cents (loss 24 cents).

JAPAN ASSETS TRUST: Dividend unchanged at 0.5p for the year to Sept. 30. It will be paid on Dec. 19. Total income £1.56 million (£1.6 million). Earnings after tax, £85,000 (£155,000). Earnings per share 0.14p (0.25p).

COURTNEY. POPE (HOLDINGS): Mr DH Peacock, the chairman, says in his annual statement that activity in the current year is at its time, showing an increase over last year and the company looks set to produce a further increase in profits.

Jones Lang Wootton
 The first name to call in commercial property.
 Chartered Surveyors, International Real Estate Consultants, 221 Hanover Square, London W1A 2BN. Telephone: 01-493 6040.
 Kent House, Telegraph Street, Muorgate, London EC2R 7JL. Telephone: 01-638 6040.

Bank of Scotland Home Loan Rate
 Bank of Scotland announces that with effect from 31st October 1986 Bank of Scotland Home Loan Rate will be increased from 11.00% per annum to 12.25% per annum.
 Bank of Scotland, Head Office, The Mound, Edinburgh EH1 1YZ
BANK OF SCOTLAND
 A FRIEND FOR LIFE

Pilkington jumps 14p on talk of dawn raid by BTR at 550p

By Carol Leonard

Disgruntled market men, complaining constantly about the sterile atmosphere of the new-look City, resorted yesterday to regurgitating a string of age-old old stories.

Top of the list was Pilkington Brothers, the glass manufacturer, where talk late in the day was of a dawn raid - either first thing this morning or tomorrow - by BTR, the industrial conglomerate, at 550p a share.

Cazenove, the broker, which acts for Pilkington, is believed to have checked through the share register and found nothing untoward.

Only last week, there was speculation that Cazenove might be about to resign as Pilkington's broker so that it could act for another party wanting to take Pilkington over.

Pilkington's shares spurred 14p to 520p and BTR firmed 5p to 285p.

Some analysts suggested that Pilkington might be about to launch his long-awaited bid for United Scientific, up 2p at 150p, as a defensive move.

Hanson Trust and its next possible US acquisition was also widely discussed, with American Brands, the \$5.5 billion tobacco and distilled drinks group, the most frequently mentioned name.

But American Brands owns Gallager, which, coupled with Hanson's Imperial Tobacco, would give it about 70 per cent of the British tobacco market - and problems with the Monopolies Commission.

A takeover deal accompanied by the sale of either Imperial Tobacco or Gallager

could be one solution. Another company mentioned as a possible target for Hanson's attentions is Corn Products, which owns Hellmuth's Mayonnaise and a number of other leading brand names. Its shares have risen from \$60 to \$80 on Wall Street in the past couple of weeks.

Elsewhere in equities, the stock market had its best day so far this week, with traders slightly bullish, but volumes thin.

The FT 30 share index finished at its highest level of the day, 11.1 up at 1,267.2. The FT-SE 100 index rose even further, closing 13.4 up at 1,597.0.

Critics refused to be encouraged by the news that the Treasury's £1 billion issue of convertible 10 per cent, 1990,

could be one solution. Another company mentioned as a possible target for Hanson's attentions is Corn Products, which owns Hellmuth's Mayonnaise and a number of other leading brand names. Its shares have risen from \$60 to \$80 on Wall Street in the past couple of weeks.

Elsewhere in equities, the stock market had its best day so far this week, with traders slightly bullish, but volumes thin.

The FT 30 share index finished at its highest level of the day, 11.1 up at 1,267.2. The FT-SE 100 index rose even further, closing 13.4 up at 1,597.0.

Critics refused to be encouraged by the news that the Treasury's £1 billion issue of convertible 10 per cent, 1990,

could be one solution. Another company mentioned as a possible target for Hanson's attentions is Corn Products, which owns Hellmuth's Mayonnaise and a number of other leading brand names. Its shares have risen from \$60 to \$80 on Wall Street in the past couple of weeks.

STOCK MARKET REPORT

The Forte family tightening their control

by Carol Leonard

Talk that the family may be on the brink of selling its stake in the Savoy Hotel, worth about £300 million, is also untrue.

THF's shares, which have been a steady market of late, unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

unfounded.

The move is being seen in some quarters as defensive.

Earlier this year there was speculation that Marriott Hotels, the US group, might be about to launch a bid and it was discovered that the family control of THF was out of water as it had generally been assumed.

One City analyst commented: "It could just be that they had a bit of spare cash and did it as an investment."

The Forte family and their fellow directors speak for about 20 per cent of the company, with a panel of trustees controlling a further 50 per cent. However, recent speculation that the trustees might soon be disbanded, leaving the group wide open to a predator, is, it is understood,

Exchange must act to prevent Topic decay

COMMENT Kenneth Fleet

The trouble with computer problems is that once they creep into the system they tend to feed upon themselves and become less easy to sort out. Thus the problems encountered on the first day of Big Bang, far from being teething troubles, have progressively proved to be deep-seated faults in the gums.

The Stock Exchange is in some difficulty now. Essentially, the capacity of the Topic information display system, on which the all-important SEAQ system was, for convenience, grafted, is just not big enough for the job. It needs to be able to cope with 200 inquiries a second and it has managed that only briefly, on Monday before the rot set in.

No wonder many member companies are worried about the separate but equally vital automated settlement system, yet to face its first big test. For this, too, has been subject to teething troubles.

Only practice will tell whether those doubts are legitimate or just derived from the Topic experience. But already it is clear that the Stock Exchange Council and executive will have to take some swift and possibly drastic measures if Big Bang is to enhance London's position in international debt and equity markets and not irretrievably damage it. After all, British industry is littered with basically good products that never sold because they were full of faults when first put on the market.

The picture of large securities houses switching randomly in and out of the SEAQ system in different sectors of the market, to cope with unpredictable breakdowns, is an unhappy and unsustainable one. This is the worst of all worlds.

There is no instant prospect of increasing computer capacity. The Stock Exchange is trying computer software solutions, but these will take some time. Decisions have to be taken to reduce the strain on the system in an organized and not an arbitrary way.

It is legitimate to axe some less vital Topic services or to reduce their availability. This may be enough to preserve the integrity of SEAQ. But the Exchange may have to bite an even bigger bullet and take some of the third and even second class equity stocks off SEAQ altogether. These were always likely to be traded, as in days of yore, on the floor of the Exchange. Now they may have to revert to old manual methods of price display.

As is so often the case, however, one man's disaster is another's boost to business - in this case Reuters'. Futures prices on Liffe and some foreign exchange has been axed from Topic already, leaving Reuters' Monitor service, already used by the Eurosecurities market, in pole position. Reuters has a more advanced

system with more safeguards. It failed to make a deal with the Stock Exchange, mainly as it turns out, to the Exchange's cost.

Yesterday morning, the Bank of England proved to its entire satisfaction that it can sell smoothly £1 billion of government debt in the new gilt-edged market. The Treasury 10 per cent Convertible 1991 was oversubscribed at 296.50 per cent, 25p above the minimum tender price.

The operation may have been helped by using money from the redemption of Exchequer 14 per cent to support the market but a technical ploy of this kind is as nothing compared with the scent of an early cut in bank base rates. The market caught a whiff of it last evening when speculation, originating in Tokyo, that the Japanese may be about to cut their discount rate from 3½ per cent, reached the ears and screens of New York bond dealers.

It might make sense. Although the West German authorities have set their faces against cutting rates, Japan, the United States and the United Kingdom have an immediate vested interest in well-informed expectations of lower interest rates.

At the moment, the US bond market is uneasy about prospects for the November auctions of Federal Government debt, especially after the lukewarm response to an issue of seven year notes. The Japanese have in their end-November surmise a new issue whose yield - the murmur is 5.7 per cent - will become the benchmark for the Tokyo market, as well as an important indicator for New York.

The differential "norm" between the two markets is 2¼ per cent. Positive action, like cutting the Japanese discount rate, would help clear the air.

The London market would now like to believe that the Chancellor is girding his loins for a cut of a half of one percentage point in base rates. The Bank of England's signals to the money market, though not entirely unambiguous, are tending to raise hopes. If, as seems likely, the bulk of yesterday's Treasury Convertible stock went no further than the market-makers, the next, retailing phase could not have a better send-off than the gathering expectation of a Lawson half point off.

The one grey shadow across this brightening picture is the fall in German bond prices. The average yield, calculated by the Bundesbank, on German public sector debt rose yesterday from 6.06 per cent to 6.12 per cent. As the German yield is widely regarded as the proxy for the "true" international rate of interest, this suggests rising rather than falling rates.

ALPHA STOCKS

Prices are as at 6.45pm

1986	High	Low	Company	Price	Change	Volume	1985	High	Low	Company	Price	Change	Volume					
363	246	246	Allied-Lyons	308	+3	18.8	4.4	14.1	1,800	201	141	Hanson	195	+1	5.7	2.9	17.4	6,500
176	126	126	ASDA-MFI	180	-1	4.5	2.8	17.8	7,800	623	403	Hawker Siddeley	414	+1	21.4	5.2	9.1	348
332	237	237	BTR	283	+5	4.6	3.5	19.8	1,400	11	794	Imp Chem Ind	100	+10	48.8	4.5	12.0	1,100
458	308	308	BAT	448	+40	18.4	4.1	11.7	1,700	583	353	Jaguar	520	+67	12.2	2.2	10.8	541
530	429	429	Berleys	480	+51	25.1	5.8	8.8	735	391	312	Ladbroke	350	+78	16.8	4.8	16.8	1,400
840	620	620	Bess	708	+88	21.7	3.0	15.2	289	348	276	Lan Securities	332	+56	14.0	4.2	23.3	959
443	318	318	Bechtel	423	+5	17.1	4.0	17.8	1,800	288	218	Lagat & Gan	228	+30	12.3	5.4	29.2	300
728	528	528	Blue Circle	617	+89	30.0	4.9	8.0	1,100	413	415	Lloyds	413	+2	39.6	6.0	3.8	387
328	223	223	Can Union	288	+65	14.1	4.3	12.6	5,700	283	183	Levy	183	+100	17.1	4.5	11.8	285
299	170	170	Boots	225	+55	10.1	4.5	14.7	3,000	231	183	Marika & Spencer	184	+57	5.8	3.0	28.2	2,000
606	421	421	Br Aerospace	442	+4	25.4	5.3	9.3	433	598	417	Midland	523	+76	37.1	7.1	18.4	443
706	518	518	Br Petroleum	633	+65	48.8	7.7	8.9	3,900	593	426	Mid West	500	+93	27.8	5.5	5.2	893
280	177	177	Br Telecom	180	+3	10.7	4.2	16.7	3,200	422	422	Met & O Dred	422	+0	48.2	2.0	14.8	1,102
224	124	124	BT	124	+0	3.5	7.5	3.3	5,200	246	182	Plessey	173	+75	7.2	4.1		

COMMERCIAL PROPERTY

Better returns on Big Bang war for space bigger buildings sends rents rocketing

Big is beautiful, Debenham Tewson & Chinnocks, the chartered surveyors, says in its analysis of the 106 properties worth more than £10 million in Investment Property Data-bank's portfolio.

Weatherall's figures show that over the past six years, total return and capital growth of properties worth more than £20 million was 13.85 per cent and 3.44 per cent respectively.

Japanese tenant at £42.50 a sq ft, a record for the location and high by any City standards.

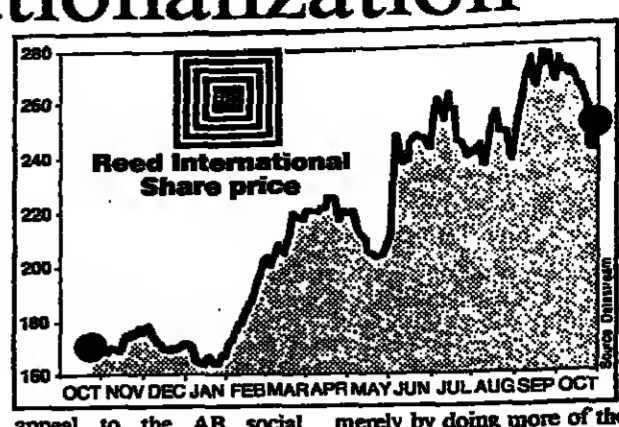
MEPC's 40,000 sq ft development at Farringdon Street is believed also to have been let by tender.

The Daily Telegraph's printing site has been sold for development already while News International has plans for Bouverie Street and its surroundings.

TEMPUS

Reed reaps rewards of rationalization

A strategy of reorganization and rationalization is starting to pay off for Reed International, the paper and publishing group.



Comparisons are distorted by the treatment of the group's pension fund contributions. Last year, Reed decided to use its pension fund surplus to increase employee benefits and reduce its own contributions.

Next is meeting this challenge in two ways. First, it is segmenting the retail market and secondly, it has gained retailing synergy by merging with Grattan.

LONDON TRADED OPTIONS

Table of London Traded Options with columns for Series, Calls, and Puts for various months and years.

RECENT ISSUES

Table of Recent Issues listing companies like Anglo (115p), City of London (100p), and others with their share prices.

RIGHTS ISSUES

Table of Rights Issues listing companies like Bellway (100p), British Telecom (100p), and others.

MONEY MARKETS AND GOLD

Table of Money Markets and Gold rates, including Euro Money Deposits and Gold prices.

APPOINTMENTS

Mr Rothschild & Sons: Mr George Wong is made a non-executive director. Sterling Software International: Mr Bill Zollner becomes president.

Next

As the retailing success story of the 1980s, Next's record speaks for itself. Since 1982, pretax profits have septupled to more than £27 million.

County Limited Richard Ellis FINANCIAL SERVICES ANZ Merchant Bank Limited. Announce the formation of THE PINCS ASSOCIATION. The Association for Single Asset Property Vehicles.

LONDON FINANCIAL FUTURES table showing market rates for various futures contracts.

TRADITIONAL OPTIONS table showing market rates for various options.

FOREIGN EXCHANGES table showing market rates for various currencies.

BASE LENDING RATES table showing interest rates for various banks and currencies.

BIRMINGHAM - CITY CENTRE FOR SALE - LONG LEASEHOLD. COMMERCIAL INVESTMENT IN PRIME CENTRAL AREA. RETAIL OFFICES WITH MAJOR PLC COVENANTS PRODUCING NET INCOME OF £1,500 PER ANNUM.

ARE YOU A £10,000 WEAKLING? FED UP WITH YOUR PUNY SALARY? BUILD UP YOUR CONFIDENCE AND BOOST YOUR INCOME.

Rothschilds International Money Funds. The efficient alternative to a deposit account in any major currency.

PLASTICS IN EUROPE

FOCUS

A SPECIAL REPORT
By Tim Tunbridge, Editor of European Plastics News

Geared up to grow fast

Impetuosity born of youth could be seen as the reason for Europe's plastics industry finding itself in rather undignified disarray in the late 1970s and early 1980s.

Plunging demand and gross over-capacity followed the second oil crisis and, subsequently, the industry had to pay dearly for its earlier planning and commercial shortcomings.

Today, the industry is on more stable footing. Much of the over-capacity that existed in 1980 has been removed painfully and expensively, although the financial margins being achieved remain inadequate to justify major investment in plastics, or in petrochemicals in general.

Plastics is still a relatively young industry. Although, historically, it can be traced back to the 19th century, the industry as we know it today only dates back about 50 years.

Materials such as polyethylene (or polythene, as it is often termed from the original ICI trademark), polystyrene and PVC (polyvinyl chloride) enjoyed steady commercial success in the 1960s with double digit growth rates the norm as they replaced traditional materials in many applications and created new versions of old products. Packaging and building were the two key growth areas.

Buoyed by this success, Europe's chemical companies embarked on wide-ranging investment programmes for petrochemicals, of which plastics was only a part.

With growth rates of at least 10 per cent in Europe seemingly assured, plus the potential for deep sea exports, plants sprang up in most countries. Indeed, there were worries at the time whether industry would be able to meet future demand.

Sadly, planning and commercial implementation of strategies proved distinctly



The Rover 800 makes extensive use of Bayer engineering thermoplastics and, right, a helicopter blade made from a glass fibre reinforced plastic by BASF in the United States fallsible, if not inadequate. Although words of caution about slackening growth rates were being voiced from the mid-1970s, they were not widely heeded and the juggernaut of over-investment took time to come to a halt.

All chemical companies made heavy losses in the early part of this decade as earlier errors were wiped from the slate.

Rationalization was the buzz-word as firms reshaped their business strategies, although some will argue today that further efforts in this direction are still needed, perhaps eyeing the West Ger-

Restructuring the industry

man giants who have certainly not been prominent, it would seem, in cutting back on capacities.

Under the leadership of John Harvey-Jones, ICI has been in the front of the restructuring process. Initially it arranged a swap deal with BP Chemicals where ICI took over all the PVC interests of the two firms and BP acquired virtually all of ICI's polyethylene business, a material the company had initially invented and commercialized.

Subsequently, ICI has entered into a deal with the Italian firm Enichem whereby the resources of their two PVC businesses are combined into a single marketing concern,

known as the European Vinyls Corporation.

However, more of these restructuring initiatives are needed if the European plastics industry is to operate from a position of strength.

Speaking last month to the European Petrochemical Association (EPCA), Tim Hutchinson, ICI's main board director with responsibilities for continental Europe, noted that there was now a "moderate yet rising sense of optimism regarding the future of the industry in Western Europe".

Factors contributing to this more sanguine view of the industry's prospects include lower oil prices, improving economic growth prospects, a declining threat from Middle East petrochemical developments, rationalization and a greater sense of economic realism within the industry.

Mr Hutchinson believes, and many would agree, that the plastics industry's problems have stemmed not from a lack of innovation, but inadequate business strategies.

Certainly the industry is alive with ideas and developments geared to the future, with significant growth potential seen in the automotive market, in packaging, electronics, telecommunications and business machinery.

To help in future growth, many prominent plastics processing companies have invested in new plant and



equipment for updating production operations so they are now equipped to meet the exacting requirements of companies such as Ford, IBM and Philips who source supplies from around the world but want to retain product uniformity.

Robotized production is penetrating plastics conversion just as it has car assembly plants. Gone are the days of one operator for each machine. Labour has been deployed to greater purpose, the microchip has led to infinitely better production manage-

ment in addition to improved machine control.

Today it is possible to carry out mould/tool changes fully automatically in less than one minute compared with at least two manual hours just a few years ago.

Depending somewhat on classification, Europe's plastics and resin market accounts for 20 million tonnes of material, although Europe's producers manufacture some 25 million tonnes.

By far the largest share of European consumption, 12.5 million tonnes, is accounted

for by the commodity plastics — the five bulk thermoplastics — low and high density polyethylene, polypropylene, PVC and polystyrene. Consumption for these materials rose by 4 per cent in 1985, with the level of 1 per cent above GNP being seen as the standard to the end of this decade.

The PVC market has been decidedly sluggish across Europe for several years, the building industry in most countries being a severely depressive influence.

Polyethylene outlets continue to improve but with 75



Leading the restructuring process: John Harvey-Jones of ICI and, right, Ray Knowland of BP Chemicals

per cent of low density material consumption being in film applications, it could be argued that the industry has made life particularly difficult for itself by bringing into the market a new variant in linear low density (linear referring to the structure) which has allowed many film applications to be downgauged by up to 50 per cent.

The shining star in this commodity firmament is polypropylene, which has enjoyed a 10 per cent growth in each of the last three years and now has a market of two million tonnes.

Polypropylene (PP) has substantial markets in film and fibre applications (everything from strapping to carpet backing) and is finding many new moulding applications ranging from car bumpers to the latest squeeze tumbler ketchup bottles.

It has been the commodity plastics business which has been of great concern to European producers. Even with the rationalization that has taken place (which was a much more difficult process than in the US, for example, because of the more complex integration of plants that has existed in Europe), the output of the industry had a value in 1985 of DM 100 billion.

This contributes significantly to the trade balance in Europe and gives direct employment to some 200,000 people.

In addition, there is the plastics processing industry. BASF, Hoechst and Chemische Werke Huls, are three of the largest commodity plastics companies, while Bayer is probably Europe's leader to engineering plastics.

Companies from West Germany are becoming increasingly prominent in world process machinery markets, as well as having a dominant position in Europe.

It is therefore appropriate that the world's largest-ever plastics exhibition takes place in Dusseldorf from November 6-13, K'86, as the fair is called, occupies all 16 halls of the Dusseldorf site with 1,700 exhibitors from 40 countries covering 115,000 square metres of stand space.

More than 200,000 visitors are expected during the eight-day show, with 50 per cent coming from outside West Germany.

Although inevitably somewhat introspective, K'86 will

Largest-ever plastics show

also illustrate how plastics (and rubbers) are set to occupy an ever more prominent position in our everyday lives. The days of the non-water-proof plastic mac are long since gone. Also, sadly, that image still lingers in many minds.

Rather the public, if not knowing their polystyrene from the polyurethane, ought to appreciate how plastics are making their cars safer and more economic, their appliances and consumer durables tougher, lighter, more compact and cheaper, their communications more instant and international, and the quality of life that much better than if reliant upon traditional materials.

Boon for car designers

The amount of plastics used in a car is put at around 176lb. Some cars use more: the Audi 100 incorporates nearly 320lb, the Citroen BX at least 198lb.

Now the plastics industry is seeking to use the material more widely for body panels and under-the-bonnet applications.

Vehicle interiors are pretty well saturated with plastics, ranging from urethane foam with nylon upholstery for seating to instrument cowl, door handles, fascias, lock mechanisms and roof linings.

The virtues of plastics in these applications include lightness, corrosion-resistance, self-colouring, texturing, paintability, economy in use and the ability to produce complex shapes in one operation.

As car designers become more aware of the benefits of plastics they are switching to designing in the material instead of merely adopting a metal replacement approach.

The rapid acceptance of plastics by the motor industry says much for the inherent virtues of the material. Once proven, it often sweeps the board. Nylon radiator header tanks and polypropylene air-cleaner housings are good examples.

A common link today is a need for higher temperature performance and inherent strength. Thus, there are moves towards what are often termed as engineering plastics — higher cost materials but still able to provide economic attractiveness to motor companies because of their ability to be processed quickly, to offer the potential for parts consolidation, to maintain dimensional tolerance and to eliminate finishing operations. Compared to steel and cast

iron, engineering plastics can be energy savers in production and problem solvers in parts design and manufacture.

One good example of co-operation between materials supplier and car manufacturer is the Rover 800. A two-year co-ordination and development programme between the Austin Rover Group and Bayer, the West German engineering plastics specialist, saw its fulfilment in the Rover 800 incorporating 75lb of Bayer's materials in 25 different applications.

At the end of the day, it probably does not matter to ARG that the front and rear bumpers and spoilers for the

High-impact resistance

Rover 800 are moulded in an elastomer-modified polybutylene terephthalate (Bayer's Povan S 1506). What is of importance is that they have high-impact resistance, withstand the high nva temperatures used for the on-line body top coat paint process, are visually attractive and add to the car's performance.

Current experimental work in Europe and the US points to future cars being constructed of a metal base frame or skeletal structure capable of meeting all necessary strength requirements with the various body panels being of the hang-on variety. Because of varying temperature requirements for body panels, these can be subdivided into horizontal or vertical panels.

For horizontal panels there is a prime requirement to maintain a high degree of shape integrity since the bonnet, boot lid and roof are

highly visible areas that will quickly show any defects.

Vertical panels such as front and rear wings and door panels have a degree of intrinsic stiffness because of their shape, though still requiring short-term stability to high temperatures.

Glass reinforced polyester (the layman's Fibreglass) in the form of a hot press moulded sheet moulding compound (SMC) has excellent possibilities for bonnets and boot lids. Already it has been proved on the Citroen BX bonnet and tailgate, the latter in the form of a special long glass fibre injection moulding compound (ZMC) developed by two French companies.

Engineering thermoplastics such as nylon and polycarbonate can meet vertical body panel criteria. Such materials are easily injection moulded, but other contenders, such as reaction injection moulded (RIM) polyurethanes, with and without some form of glass reinforcement, have yet to meet full scale plastics production requirements.

Also, there are other concepts, such as sandwich moulding of polypropylene in which a foamed core material is encapsulated in a solid exterior grade of the same resin in a one-shot process.

The ill-fated De Loreau gull-winged car was an excellent example of plastics technology being used in an innovative manner. Utilizing know-how licensed from Lotus Cars, the De Loreau resin-based composite body structure was produced in two halves at up to 85 units a day.

Under-the-bonnet plastics components will be expected to perform under conditions of sustained load and high temperatures. That the materials are available to achieve this performance standard has already been proved in the US where the virtually all-plastics engine built by Polimotor showed a 60 per cent weight saving over a conventional engine and proved sufficiently robust to be used in performance car races.

Even if the economics of switching to plastics engines were right, which they are not, there would inevitably be caution in moving away from metal. However, certain plastics parts do look of interest.

Polymeric valve springs would allow faster revving engines, polyimide bucket tappets contribute to increased engine efficiency. Also, already some of the more exotic high temperature thermoplastics such as polyethersulphone and polyphenylene sulphide have proved their worth for use as bearings and thrust washers, taking advantage of properties such as low wear and friction plus good chemical resistance.

ENGINEERING A FUTURE WITH POLYMERS

Plastics and rubbers are the high tech engineering materials of the future. Already these materials are being used for applications unimaginable ten years ago and material producers are capable now of designing a grade of product for a specific application. We have no doubt that polymers will be used increasingly in future to replace more traditional engineering materials, due to their flexibility and ease of fabrication. All of which ensures the plastics and rubber industries offer exciting career prospects for engineers.

The Plastics and Rubber Institute is the professional body for all those working with these materials. Its membership comprises engineers, scientists, business managers, teachers, technicians and students. We offer our members the following services:

- Information and technical update via publications, seminars, and conferences
- Contacts with local industry via local meetings
- Examinations leading to professional qualifications
- Awards recognising innovation and individual contributions to our industries

Also, The Plastics and Rubber Institute is about to gain Engineering Council recognition and will shortly be able to award Chartered Engineering and Technician Engineer qualifications.

Our future lies in polymers — does yours?

The Plastics & Rubber Institute
11 Hobart Place
London SW1W 0HL
Telephone 01 245 9355
Telex 915719 PRIUK G

FINANCIAL TRUSTS

Advertisement for financial services, including details of various trusts and investment options.

SPINETTA MARENGO.

INTRODUCING THE FLUOROPOLYMER VALLEY.

MONTEFLUOS STAKES \$ 60 MILLION IN FLUROCHEMICALS.

As from today, the action for fluorochemical specialties is at Spinetta Marengo - just an hour's drive from Milan's Linate Airport. Here Montefluos has built a new chemical complex to satisfy world demand. From here it plans to meet the requirements of electronics, automotive, aerospace, telecom, nuclear and related fast-moving industries. Montefluos's current successes in the fluorochemical field have led the company to invest over \$ 60 million in this new venture.

It is a question of thinking big, building for the future and using all of the company's human and technical resources.

It was the same resources that made and maintained Montefluos a world leader in this field. From now on such brands as Fomblin, Tecnoflon and Algoflon will be produced at Spinetta Marengo.

This large and fully integrated complex has been designed around highly sophisticated proprietary technologies to provide maximum flexibility.

Spinetta Marengo is the biggest and most up-to-date European fluorochemical production centre and is fully equipped to meet all of the needs of end-users worldwide.

NEW TECHNOLOGIES, NEW ALGOFLON IMPROVEMENT.

A new Algoflon production unit comes on stream shortly having an initial capacity of over 4.000 tonnes p.a.

In addition to existing products, the new unit will supply new types of PTFE (including coagulated Algoflon DFC powders for the production of cable sheaths and piping, aqueous dispersions, filled powders and thermo-processable fluoroplastomers). The new Algoflon range is an end-user's dream: more extensive applications, higher productivity, lower processing costs giving equal or better quality end-products.

TECNOFLO: THE BIGGEST EUROPEAN FLUROELASTOMER PRODUCTION FACILITY NOW READY FOR END-USERS WORLDWIDE.

Tecnoflon is already a highly successful fluoroelastomer and has an even more exciting future. The new Tecnoflon production facility will come on stream with an initial capacity of 2.000 tonnes p.a. It is a complete cycle facility ranging from polymerization to finishing with the built-in option of multiple production runs. In addition to producing established products with an ever widening range, emphasis will be placed on new peroxide curable types. Flowability, speed of cure, easy mould release, low compression set and improved thermal and chemical resistance, these are the property combinations which have made Tecnoflon such a success today and which will be developed further in response to continuous industry feedback.

FOMBLIN - THE HIGHLIGHT OF MONTEFLUOS RESEARCH TAILORED FOR END-USER REQUIREMENTS.

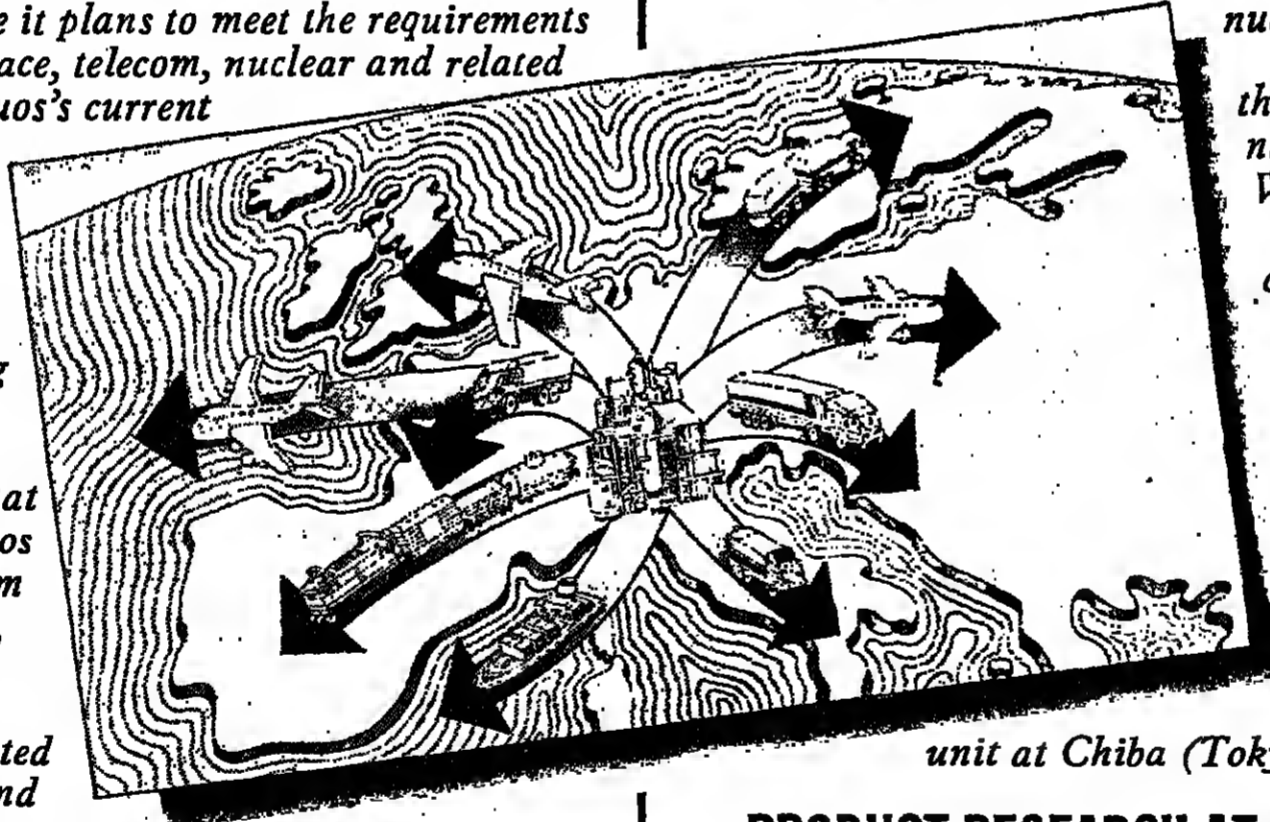
Fomblin: a perfluorinated fluid having outstanding properties matching the increasingly sophisticated needs of advanced technologies in industries such as electronics, aerospace and nuclear.

Fomblin is a leading product in the technologically advanced economies of the US, Japan and Western Europe.

This product was specifically created to exceed the tight specifications of end-users.

Thanks to its new production facility, Montefluos can now meet the ever-increasing demands both in quantities and new types.

The Spinetta Marengo facility, in conjunction with the established fluoropolymer plants, including the new production unit at Chiba (Tokyo), will serve the global market.



PRODUCT RESEARCH AT MONTEFLUOS - A UNIQUE APPROACH.

At Spinetta Marengo, Montefluos has concentrated a team of 400 specialists all deeply involved in product research and applications. The team is equipped with the most modern and sophisticated systems for analysis, polymerization and simulation of even the most severe end-use conditions. Montefluos teams have one objective in view: to improve performance and cost-effectiveness.

Spinetta Marengo, Alessandria, Italy, is where all the new action is as far as fluoropolymers are concerned. And from there, reaching out worldwide. The message is that if you are using or planning to use fluoropolymers, the name is Montefluos and the place is Spinetta Marengo.

The Fluoropolymer Valley.



MONTEFLUOS

AUSIMONT COMPO N.V. GROUP
MONTEFLUOS SPECIALTY CHEMICALS

ITALY
MONTEFLUOS S.p.A.
Via Principe Eugenio 1/5
20155 Milano (Italy) - Telephone:
(02) 63331 - Cable MONTEFLUOS MI
Telex: 310679 MONTE I PER
MONTEFLUOS

FRANCE
MONTEFLUOS FRANCE S.A.
Tour Franklin - Quai de Bercy
75013 Paris (France) - La Defense
Tel: 477616 - Telex MONTEFL 620232
Cable MONTEFRANCE PUTEAUX Paris

JAPAN
NIPPON MONTEFLUOS KK
Montefluos Bldg. 1-3-2
Aoyama Meguro-Ku TOKYO 153
Tel: 4620551
Telex GABBRO J 02 423851
Cable GABBRO-NIP Tokyo

UNITED STATES
MONTEFLUOS USA INC.
114 Avenue of the Americas - NEW YORK
N.Y. 10036 - Tel: (212) 7640280
Telex 223447-66312 MONTEFLUOS
Cable MONTEFLUOS NY

UNITED KINGDOM
MONTEFLUOS (U.K.) LTD
718 Lygon Place - Ebury Street
LONDON SW1W 0JR - Tel: 7303405
Telex 918743 MONTEFLUOS
Cable MONTEFLUOS London SW1

WEST GERMANY
MONTEFLUOS (DEUTSCHLAND) G.m.b.H.
Postfach 5626 - Frankfurter Strasse
93-35-D-6236 ESCHBORN BEI
FRANKFURT
Tel: 4920 - Telex MGH 4-18306
Cable MONTEFLUOS Frankfurt

WE WORK FOR YOU. WE WORK WITH YOU.

PET
the fo
drink

هكزامن الاصل

PET collars the food and drink trade

The packaging market accounts for at least 25 per cent of plastics consumption in all European countries. In many, the usage is put at around 33 per cent, or one third of per capita demand.

Despite the entrenchment of plastics in the packaging sector, many new developments are now coming to the marketplace which will reinforce their position in comparison with traditional materials such as glass, metals, paper and board.

In addition, the majority of well-proven applications continue to grow, though modestly in most instances.

Each European country has its standard uses for plastics and packaging, but there are notable variations. For example, the use of PVC bottles in France has always been higher than elsewhere because of the nation's devotion to wine and bottled waters.

The UK, by contrast, saw the boom in the PET bottle for carbonated drinks, following its big success in the US.

In just a few years the market for bottles made from PET, or polyethylene terephthalate to give it its correct designation, has grown to 700 million in the UK. This 1985 figure was up from 570 million in 1984 in 12 months

Fastest-growing plastic packaging

which saw the one- and two-litre sizes grow in consumption terms by 30 per cent.

Growth of at least 50 per cent in the market is expected by the end of this decade.

Improved processing technology and material grades have made PET, since 1979, the fastest-growing plastic for packaging applications of all time. The key to this growth has been in the exploitation of its unique set of properties.

These include: high-impact strength at light weight, with resistance to stress cracking;

extremely good barrier properties, with almost complete food-packaging approval; exceptional clarity and aesthetics; excellent chemical resistance; high purity; extreme organoleptic performance.

The PET bottle is primarily used for carbonated drinks in both Europe and the US. It has contributed to significant growth in the soft drinks market and now is being used for packaging wines, beer, cider, spirits and waters. The UK take-home beer trade has already been penetrated to a level of 18 per cent by PET packs.

The success of wine in PET bottles for airlines has led to wine-packaging growth in Italy, Spain and France, while some German wine producers use the material for export business.

Sizes may range from a five-litre bottle in Italy down to a 175ml container for in-flight use. In continental Europe too the UK lead with packaging of edible oils in PET has been followed in Belgium, France, Spain and Switzerland. Further growth is expected at the top end of the market.

The blow-moulding of PET is not limited to bottles. In the US, five-gallon beer spheres are made in the material, while in the UK, a five-gallon chemical container was launched earlier this year.

Also, particularly in Japan, there have been proven uses of wide-mouthed PET jars and tubs for powdered products such as dairy creamers, spreads, dressings, preservatives and perfumery/cosmetic goods. This latter application has just started in the UK. Lin Pac Plastics Mouldings producing wide-mouthed PET jars for the Innox Natural Choice range of skin creams.

The versatility of PET - the material is used in a range of packaging and non-packaging film applications as well as for blow-moulded bottles and containers - is shown by the introduction of heat-formed



(thermoformed) trays produced from extruded crystalline PET sheet.

These trays are being adopted for the fast-expanding chilled food market where they can be used directly in microwave, as well as conventional ovens. Products are usually sealed with PET film.

In the UK, ICI (Europe's leading supplier of PET resin, trade-named *Melinar*) is supplying the Acas food store chain directly from its recently-installed development line. Other companies, such as Waddington Plastics and BXL Plastics, are also heavily

Crisps help to boost demand

involved in this area, as Metal Box which has developed its own six-layer sheet product based on polypropylene which is both microwaveable and retortable.

Polypropylene is in fact a second material proving to have tremendous versatility in developing packaging applications. In oriented film form (OPP) the market went up to 43,000 tonnes in the UK last year. Virtually all of this growth, as in previous years, came from OPP's replacement of the cellulose film market.



German company Krupp Kautex will be demonstrating the production of a six-layer, 10-litre container.

Further potential is being exploited from the technique as it is being shown viable for the manufacture of containers comprising up to six layers of material. Such a construction could include a high-barrier material such as EVOH or acrylonitrile, adhesive or tie layers to ensure bonding between the different constituents and even a layer comprised of regrind material from the scrap (tops and tails) from earlier production runs.

At next month's K'86 exhibition in Düsseldorf, the

industrial drums up to 50-gallon capacity.

Many packaging developments are hastened by the need to establish products that meet the changing lifestyle of the consumer. The shopper today demands fresher and more convenient foods which often goes hand-in-hand with stronger but lighter packaging for consumer goods.

Bag-in-the-box packaging of liquids is one example. This application uses a plastics film, often nylon, laminated or co-extruded with a metalized foil.

Attention has also been focused on the growth of modified-atmosphere packag-

ing of meat, fish, fresh pasta and fruit and vegetables. Here the product is packed in a deep-drawn tub sealed with a permeable film.

Correct selection of the film thickness - the film usually being of low density polyethylene (LDPE) or PVC - ensures that the atmosphere in the pack reaches an equilibrium high in carbon dioxide and low in oxygen. This more inert environment slows down ripening and decomposition.

Many packaging applications require only a simple film product. In the UK alone last year, packaging, in its broadest sense, accounted for close to 400,000 tonnes of low density polyethylene (LDPE).

Individual markets fluctuate but new outlets still appear. In 1985 there was substantial growth in stretch film for pallet-wrapping, an application for which LLDPE is ideally suited.

Increasingly, films are being tailored to meet specific application requirements. This can be achieved by using polyethylene mixtures or, more sophisticatedly, by producing film co-extrusions based on the low and high density polyethylenes.

To the end-consumer it matters little, but in practice there will be a better film product, tailored to meet the application requirements, based on optimum utilization of the film's thickness (or gauge) and often leading to cheaper, more competitive packaging.

If there were any doubts that plastics do not meet that criteria they are surely refuted by the way manufacturers of glass, metals, paper and board are cutting back their production operations, while usually being forced to raise prices.

Engineering plastics can be described as a special group of materials that combine strength, stiffness, heat resistance and toughness to perform as well, or better than, metals in demanding mechanical applications.

The five major materials in the marketplace, all thermoplastics, are the nylons, acetals, thermoplastic polyesters, polycarbonate and modified polyphenylene oxide compositions, though materials such as ABS (acrylonitrile butadiene styrene) and filled grades of polypropylene do meet some of the application criteria.

In addition, there is a range of more exotic, more expensive polymers characterized by their ability to maintain performance levels at higher operating temperatures.

By 1980, this penetration had increased to 8 per cent and by the year 2000, Du Pont, a world leader in the supply of these materials, believes that 20 or even 30 per cent of this metal replacement opportunity will have been achieved.

Market breakdown for engineering thermoplastics in Europe is considered to be electronic (36 per cent), automotive (23 per cent), building (9 per cent), packaging (5 per cent) and miscellaneous (27 per cent). Up to 1990 this picture is not expected to change dramatically, though the automotive share is likely to grow to at least 25 per cent.

The market analyst Frost & Sullivan believes the European market this year will be valued at \$2.72 billion, rising to nearly \$3.6 billion by 1990. On a weight basis, gains will average 4.4 per cent, from almost 920,000 tonnes to 952,000 tonnes in 1986 and more than 1.1 billion tonnes by 1990. In the period 1984-1990, the automotive market will have accounted for more than 100,000 tonnes of the market's increase.

In the view of Du Pont, suppliers of engineering thermoplastics still have to make considerable effort in terms of general education and design data. The company sees many "metal bashers" still in positions of powerful authority among its customers, though the position is gradually changing.

Although the name of the game with the car industry is always cost effectiveness, with designers wanting better performance at the same "or lower" cost, the outlook for plastics in the automotive market is seen as more positive than at any time in the last 10 years.

Other forms of transport also are becoming increasingly attractive; the bicycle market today accounts for around 5,000 tonnes of engineering plastics in Europe and this could quite easily grow to 10

Stylish bikes are a future growth market

excess of 10,000 tonnes by 1990.

While an all-plastics bike is unlikely, re-creation of the current cycle would allow 30-40 per cent of the parts to be in plastics, with additional benefits in terms of minimum maintenance and fashion styling. The plastics wheel as used on the BMX bike, for example, offers better performance than its metal counterpart, especially where rough handling takes place.

The trend in bikes is also likely to move into motor cycles in a very significant way.

Despite the potential in the auto sector, the electrical/electronics market is likely to remain the most important market in the foreseeable future. Companies such as Bayer see continued growth in the business machine area,

New composites have an exciting future in the aerospace world

particularly in laser recorder data transmission for products such as storage systems, satellite antennae and key tops.

In the market for business machine housings, as in many others, the choice of plastics, and what type of plastics, very much relates to the cost of the finished product, not just the cost of the basic raw material. The polycarbonate compact disc was a completely new use and, despite all the growth and potential seen for engineering thermoplastics, there are not many new applications emerging today.

The enormous market increase for engineering plastics will not be achieved by the introduction of the new wonder resins. Certainly, some of the newer polymers, such as those based on polysulphone chemistry, have an exciting future, but the real growth will materialize from the improvement of existing plastics. This will be achieved by composites, blends and alloys.

A second area undergoing development effort, and where plastics are seen to have an exciting future, is in high temperature composites based on new resin systems. The aerospace industry has been using the epoxide resin/carbon fibre composite

for some 20 years and the market is considered to have grown by 20 per cent a year for the last 10 years.

However, this type of composite based on a thermosetting (non-melting once cured) resin is seen to have limitations in the long term, providing scope for new thermoplastic resins, such as ICI's Victrex PEEK or polyether-etherketone.

Compared with traditional thermoset composites, ICI's APC-2 composite based on PEEK (32 per cent) and carbon fibre (68 per cent) offers improved fracture toughness and damage tolerance performance. According to ICI, this composite is regarded as the thermoplastic benchmark for the aerospace industry.

The aerospace industry is said to be increasingly favourable in its opinion of APC-2, and ICI says demonstrator parts such as a tailplane section for Westland helicopters, will shortly be in use. Already ICI, and its competitors, are working on the next generation of higher temperature polymers for high-speed aircraft where leading-edge components have to withstand continuous use temperatures of 170°C.

Also, there is considerable R & D effort being focused on the interface chemistry between the two constituents (resin and carbon fibre) to ensure the correct interaction and a high level of impregnation of the reinforcement by the polymer matrix.

The market for advanced composites is forecast to achieve a 15 per cent annual growth rate for the next 10 years. Worldwide, the business is considered to be worth in excess of \$1 billion of which 80 per cent has been in the US.

The centre of activity has been the aircraft/aerospace sector where advanced composites have continued to replace primary and secondary metal structures ranging from nose cones and wing components to engine parts and interior construction components.

The key to growth has been the high strength-to-weight ratio of the composite structures which provide for weight reductions, which in turn furnish fuel savings, plus increased range and manoeuvrability of aircraft and missile. Currently, the market is seen to be 80 per cent in aircraft/aerospace, with most of the remaining 20 per cent accounted for by sporting goods.

In Europe, a new association has been established to further the cause of advanced resin-based composites. The European Trade Association of Advanced Composite Materials Suppliers (ETAC) is supported by 80 member companies, including the leading manufacturers of resins and fibres, fibre converters and pre-impregnated materials producers.

There goes another good idea.

With GE Plastics as a development partner new ideas get into the market place faster.

And not just in the auto industry, where the oil-plastic car is just around the corner.

Our innovations cover virtually every European industry, from business machines and electrical, to packaging and environmental engineering, all developed in association with the world thinkers in their industries.

If you are at the idea stage and want direct input on how GEP's engineering thermoplastics can add value to your product performance and productivity, call Martin Thatcher, our UK Technical Marketing Manager, on 0925 811522.

LEXAN® | NORLYL® | VALOX® | NORLYL® GTX | ULTEM® | XENOY® | LOMOD® resins

GE Plastics Limited,
Birchwood Park,
Risley, Warrington, Cheshire WA3 6DA.
Telephone, 0925 811522.
Telex, 628282.

GEP

General Electric Plastics Europe,
P.O. Box 117,
4600 AC Bergen-op-Zoom, Holland.
Telephone, 010 31 1640 32911
Telex, 78421.

SEE US AT THE K-86 PLASTICS EXHIBITION, DUSSELDORF, HALL 5/STAND 5C 04, NOV 6-13, 86

A
D
EY.

MONTEFLUOS REQUIREMENTS.

Outstanding properties of advanced plastics, aerospace and... is a leading product in... geically advanced... US, Japan and... product... exceed the tight... end-users... its new production... ever-increasing... both in quantities and... netta Marengo facility... tion with the estab... fluoropolymer plants... ng the new production... the global market.

LUOS - A UNIQUE

concentrated a team of... research and appli... modern and sophisti... and simulation of even... to improve...

is where all the... erned. And from there... at if you are using... is Mantefluos and...

IOS

I.O.V. GROUP

MICALS

ORK WITH YOU.

GENERAL APPOINTMENTS

October 30, 1986

Unemployment continues in double figures, and yet some desirable posts remain unfilled with few suitable applicants. One of the reasons for this is that some posts require the qualified applicant to move home. Traditionally, this has been dealt with as a strictly economic problem, and the solution offered was accordingly purely financial.

The need to fill posts in inconvenient or distant locations as part of a mobile workforce, together with the increasing reluctance of employees to question the way they respond to this problem. The more successful companies in this field are those that offer practical as well as financial assistance to help their employees and new recruits to move to a new location.

A sound relocation policy can help to attract qualified candidates to new posts. Like any company policy, it must be based on an analysis of the needs to be satisfied. One of the first steps should therefore be to determine

the objectives of the policy, and how it will apply to current employees and those newly recruited.

Companies cite children's schooling as the most frequent reason for resistance to moves by employees, according to a recent survey of leading UK companies' relocation policies conducted by Merrill Lynch Relocation Management International Ltd. Career disruption of a working spouse was mentioned almost as frequently.

The importance of these two major "lifestyle" issues confirms the need for assistance beyond traditional financial incentives for relocating staff. When these issues are left unanswered, resistance to moving increases. One in five companies interviewed for MLRMI's research said that the level of resistance to moving had increased during the past year. Banks and financial institutions reported significantly higher levels of resistance than other business sectors.

Once an effective and efficiently administered policy has been set

Companies must consider their employees' reluctance to take up certain posts says Nicholas Troilo



up, it is important that current personnel and potential employees are clearly informed of the assistance available. Prompt and full answers to questions will determine the willingness of employees and job applicants to move. Increasing a candidate's understanding of the policies, programmes and benefits available is a vital component of recruitment when a move is

involved. It helps minimize the negative impact caused by the uncertainty and insecurity associated with relocation.

A well-defined relocation policy does not only attract qualified candidates. It also enables them to take up their new posts quickly and without excessive disruption of their private lives, thus maintaining productivity. Research by MLRMI has consistently shown that companies consider this far more important than saving money, and yet through effective monitoring of policy direct costs are also controlled.

Meeting business needs within geographic constraints is an important part of personnel planning. To accomplish this successfully, recruiting practice must be reviewed regularly and altered as necessary to meet company goals. It is also important to analyse the future needs of the organization, and their implications on staff planning.

The financial drain on a company of poor recruitment, mobility and relocation policies is considerable. The results include reduced productivity, the loss of valued employees and settling for a second or third choice to fill a post, because the best candidate will not make the move involved. All these give rise indirectly to high costs.

Maintaining productivity and profit levels requires the correct balance of assistance for employees against cost. When companies formulate their relocation policies, they focus on reducing aggravation for employees and maintaining their productivity during the relocation phase. At the same time, they need to relieve the

personnel department's workload and avoid giving the personnel director responsibility for areas outside his expertise. To achieve the correct balance, specialized knowledge and skills must be applied.

It is, therefore, not surprising that the number of British companies using relocation consultants has increased significantly during the past three years, especially in the service sector and among companies moving 50 or more people per year.

These trend-setting organizations are among Britain's leading companies. They recognize that to attract the best candidate to the right job at the required location necessitates analysing lifestyle trends and responding to them. It is not surprising that such companies continue to attract the most qualified candidates through well planned strategies of employee relocation and corporate mobility.

Nicholas Troilo is managing director of Merrill Lynch Relocation Management International.

APPOINTMENTS PHONE: 01-481 4481 - APPOINTMENTS PHONE: 01-481 4481

A direct line to the executive shortlist

InterExec is the organisation specialising in the confidential promotion of Senior Executives.

InterExec clients do not need to find vacancies or apply for appointments.

InterExec's qualified specialist staff, and access to over 100 unadvertised vacancies per week, enable new appointments at senior levels to be achieved rapidly, effectively and confidentially.

For a mutually exploratory meeting telephone:

London ☎ 01-930 5041/8
19 Cheong Cross Road, WC2.

Birmingham ☎ 021-632 5648
The Runnells, New Street.

Bristol ☎ 0272 277315
38 Babban Street.

Edinburgh ☎ 031-226 5680
41a George Street.

Leeds ☎ 0532 450243
12 St. Paul's Street.

Manchester ☎ 061-236 8409
Faulker House, Faulker Street.

InterExec

The one who stands out.

Manager - Real Estate

Electronic Data Systems is one of the largest information processing services companies in the world. Throughout our 24 year history, we have maintained a pattern of technical innovation in the computer services industry, combined with consistent growth.

We are currently seeking to recruit a Manager to join our Real Estate Department based in Mayfair, Central London. The individual we seek will be self-motivated, able to deal with all levels of management and will relish a fast moving, high pressurised environment.

You will be involved with all aspects of real estate management including:

- Lease negotiation and administration
- Investigation and recommendation of land acquisitions
- Supervision of the construction of new premises and alterations to existing structures
- Design and layout of premises

The ideal candidate will have a good educational background, have experience of handling real estate for a large company, and have the ability to brief senior management. There is plenty of scope for advancement and a considerable amount of your time will be spent travelling, therefore, flexibility is essential.

You will join an existing real estate team, and will report to the Director of International Real Estate.

In return we can offer an excellent salary and benefits package. For more information telephone Marie Bibb on 01-861 2233 ext. 3198.

Alternatively send a c.v. to her at:

The Recruiting Department,
Electronic Data Systems, Queens House West,
Greenhill Way, Harrow, Middlesex HA1 1GR.

EDS
Electronic Data Systems

TEXAS GAS EXPLORATION (U.K.) CORPORATION SENIOR RESERVOIR ENGINEER

Texas Gas Exploration (UK) Corporation requires a Petroleum Engineering graduate preferably a U.K. national with at least 10-12 years oil industry experience and with a primary emphasis on reservoir work and development.

Experience with reservoir evaluation, and modelling and field development is necessary, and a diversified background in other operational areas such as drilling, completions, production and economic evaluations would be desirable.

The position will report to the General Manager and will be responsible for preparing reserve estimates and potential field development studies, liaising with external consultants and evaluating well and test data. A competitive salary and benefits package will be offered including non-contributory pension, medical, life and health insurance.

This is an opportunity to join an active U.K. based company with a North Sea income stream and significant exploration and appraisal ventures in the North Sea, and both onshore and offshore U.K. and France. Other international ventures are under active consideration.

To apply please write with C.V. to:

General Manager, Texas Gas Exploration (U.K.) Corporation,
13 Welbeck Street LONDON W1M 7PF

marking the envelope Senior Reservoir Engineer.

All applications will be treated confidentially.

Composite Structures Limited SALES & MARKETING EXECUTIVES

COMPOSITE STRUCTURES LIMITED
Due to our continued growth, we require an additional sales executive to cover the Counties of Essex, Herts, Kent, Surrey & Sussex. A working knowledge of structural frame systems and existing contacts with the developers, professionals and design & building contractors is essential.

COMPOSITE GRANDSTANDS LIMITED
In order to capitalise on our initial penetration in this specialist market, we require a Sales & Marketing Executive to pursue our continuing interest nationally. A background in the sports/leisure field associated with the building industry, would be a major advantage, but the pre-requisite is the ability to work on your own initiative and be able to communicate at all levels. Both these positions offer excellent opportunities to progress your own career development within an expanding progressive company. You will be backed up with a dynamic management team to create the best possible environment for your mutual objective. The package consists of a substantial basic salary, coupled with a performance related bonus, fully maintained company car, pension & private health scheme (giving a successful applicant a total package of approx. £18,000.00).

Please write or phone for application form to:

Andrew Miles,
Composite Structures Ltd.,
Omega House, Southampton Road,
Eastleigh, Hants.
Tel: Eastleigh (0703) 616712.

DEPARTMENTAL HEAD MAILING £12,000

International Professional firm seeks a high calibre and well-experienced Mailroom Supervisor. 30s 40s, who is able to show a proven and relevant track record successfully running a large department. Experience of up-to-date technology vital along with prominent management skills especially in the areas of communicating with and motivation of manpower.

Call Pat Middleton on 588 5081.

MIDDLETON JEFFERS
RECRUITMENT LTD

BBC APPOINTMENTS

SPORTS REPORTER

Television News
West London
£14,580 - £19,380**

BBC Television News is looking for an experienced Sports Reporter to work for national News programmes and for other related programmes including on occasion, BBC TV Outside Broadcasts Group. You will have to work in the studio, notably at weekends and on location with E.N.G. or Outside Broadcasts, to conduct interviews and to compile scripts and present reports on the whole range of sports news and events covered by Television News at home and abroad. You may at some stage be re-assigned to general news and will be expected to work overnight for BBC Breakfast Time.

We are looking for an experienced broadcaster with a wide knowledge of sport, a sound news sense and the ability to work with a small and enthusiastic team. A knowledge of television techniques is essential, as is a current driving licence.

Contact us immediately for an application form.

(Ref. 1200/T)

LOCAL RADIO TRAINEE REPORTERS

You've got 4 minutes to convince us you should be a Local Radio Trainee Reporter.

If you're good, that's all you'll need. Talk for 4 minutes onto the tape we'll send you and convince us you should be interviewed.

We'll be looking for voices from all sections of the community that listeners of Local Radio can warm to. That's of paramount importance.

We'll also want to know whether you can dig out a good story to excite the listener. And to see if you've got the initiative and persistence to get it on air.

Selection is rigorous but then so is the training. It's designed for tough streetwise individuals, who are reliable and self-disciplined.

You don't need to be a graduate, you don't need to have had any relevant experience and you certainly won't have had any formal journalistic training.

But you will know what's going on around you, and often find yourself in the action. You'll have a strong instinct for news and a firm belief in the importance of BBC Local Radio. You'll also need a current driving licence.

Your starting salary will be £7,790.

Still interested? Write or phone no later than Monday 10th November for your application pack. (Ref. 2761/T)

We are an equal opportunities employer

Relocation expenses considered.

**Plus an allowance of £1,020 p.a.
BBC Appointments, London W1A 1AA. Tel. 01-927 5799.

The Wellcome Trust

Director of the Tropical Metabolism Research Unit, University of the West Indies, Jamaica

The TMRU has a distinguished record for its contributions to the study of severe malnutrition in childhood, with special reference to metabolic aspects. The University of the West Indies and the Wellcome Trust have agreed to finance and manage this Unit jointly and wish to appoint a new Director.

The successful candidate must be medically qualified and is expected to have research interests in physiological or biomedical aspects of metabolism. He or she will have demonstrated the capacity for innovative research and leadership.

The Post will be at professional level and the salary and emoluments will be equivalent to those offered to UK personnel working abroad, with Trust support. Nationality of applicants is not restricted. Shortlisted candidates will be invited to visit the TMRU prior to interview. In the first instance enquiries should be made to either the Registrar, University of the West Indies or Dr. B.M. Ogilvie, and should be accompanied by a full curriculum vitae and a two page outline of the enquirer's current research interests.

Closing date for receipt of enquiries is 15th January 1987.

The Registrar,
University of the West Indies,
Mona, Kingston 7,
Jamaica.

Dr. B.M. Ogilvie,
Deputy Director (Science),
The Wellcome Trust,
1 Park Square West,
London NW1 4JJ, United Kingdom.

THE RIGHT CAREER MOVES

Whether you are seeking another job or considering a new career, we can provide you with effective and professional help.

Our service is tailor-made to your needs and circumstances. With coverage of both advertised and unadvertised vacancies, we aim for more success - in less time and at less cost.

For a free, confidential discussion, Senior Executives home or abroad are invited to contact their local office.

Mainland Executive Services

London 01-323 1000
Birmingham 021-443 2924
Manchester 061-434 5825
Cardiff 0453-73232
Bristol 0272-27794
Nottingham 0462-61459
Leeds 0532-461424
Edinburgh 031-226 2839

Sedbury Sq. Hqs., EC4
22 Suffolk Street, Bl 1LS
16 Lloyd St., M2 5WA
64 King Street, SL6 1EQ
21 Commercial Road, GU1 4SU
9 Small Street, SS1 1DB
AB Centre, M.M. Way, NG1 6BH
2 Oxford Row, LS1 3BE
19 Manor Place, EH3 7DX

Management Support Network member

OPPORTUNITY

Five high motivated professionals to join a rapidly expanding consultancy covering a complete range of financial services. The positions are given over a set period leading to professional examinations. Very good short term remuneration leading to excellent long term financial prospects.

For consideration to The Personnel Manager, Resolute Financial Services, 1-11 Leverage Lane, London SE1 0NZ. Please contact on 01 928 9808 ext 304 OR send a complete C.V. to the above.

CDS

Handwritten signature or mark.

GENERAL APPOINTMENTS

New opportunity for a high profile, commercial accountant to come to the heart of the City's rapid evolution.

MANAGEMENT ACCOUNTANT

£20,000 negotiable

Your background and profile

- Qualified accountant, likely to be in your late 20's with experience in commerce/industry or the financial sector.
- Hands on exposure, achieving results to tight deadlines using computerised accounting systems.
- Key skills
 - Technically competent accountant
 - Good communicator
 - Expertise in financial information systems.
- Maintenance of credibility is vital — you must be resilient and robust with a sense of humour.

Controlling change

- Key responsibility for key member of financial team.
- Creative control and strategic management accounting is required.
- Cash flow — financial viability of new services in the market place.
- Providing management and financial accounting control/performance information in a form which is going to be most useful to management.
- Improving cost efficiency.

Career in the fast lane

- With exposure at all levels in The Stock Exchange and the City this is a genuine career opportunity.
- You will be given a high degree of responsibility and team building experience.
- Excellent fringe benefits including free travel.

Please reply with a full CV to Alison King, Personnel Officer, The Stock Exchange, Old Broad Street, London EC2N 1HP. Tel: 01-588 2355.

THE STOCK EXCHANGE

POLICY ASSISTANT

£11,988/£13,107 (including London Weighting)

The Water Authorities Association is looking for a Policy Assistant to work in its Secretariat. The Water Authorities Association is the central representative and coordinating body for the ten water authorities in England and Wales. The successful applicant will join a small team covering a wide range of issues affecting the water authorities. The main emphasis of the post will be on the financial and economic side, but flexibility and willingness to become involved in any aspects of current business are essential. The duties will include research, preparation of policy papers for submission to the Association's committees, servicing of meetings and negotiation with Government and other interests.

Candidates should be graduates, or hold a relevant professional qualification. Preferred age twenties or early thirties, ideally with previous experience of work of this kind. But intelligence, personality and ability to work cheerfully under pressure are the prime requirements. Location Central London. Good working conditions, contributory pension scheme.

Applicants should write with a detailed CV and a day time telephone number to:

WATER AUTHORITIES ASSOCIATION

Tony Ellis, Administration Officer, Water Authorities Association, 1 Queen Anne's Gate, London SW1H 9BT. Closing date 7th NOVEMBER 1986.

Auto Windscreens

WINDSCREEN AND AUTOMOTIVE GLAZING SERVICE
BASED NORTH WEST LONDON AREA

We are one of the Country's leading windscreens and automotive glass replacement companies, having fitting centres throughout the Midlands, Northern England and Scotland, operating a 24-hour service alongside a manufacturing base in Derbyshire. Building on the established success of our business we are now expanding our area of operation into Southern England and require the following senior staff to implement and co-ordinate this programme.

GENERAL MANAGER (DIRECTOR DESIGNATE)

Reporting directly to the Managing Director. This will be the key position in the successful implementation of this expansion programme and therefore, requires a person with skill and enthusiasm, whose previous experience covers all aspects of the management spectrum. The right person must be able to work and succeed under pressure as ours is a highly competitive and demanding industry.

Because ours is a specialised segment of the motor industry, experience in a service industry, related to the Automotive industry, would be a distinct advantage to the applicant. A highly attractive remuneration package including generous salary (negotiable to suit achievement), Company Pension Scheme, Private Health Plan and Company Car of suitable status is offered and negotiable with the person having all the right attributes.

SALES MANAGER

Reporting to the General Manager. A highly motivated person capable of directing and controlling the sales efforts of the new fitting centres within the expansion programme. Our customer base covers all aspects of transport from the private motorist to the National Fleet User, the applicant must therefore be able to implement the Company's proven existing sales methods and also have the ability to devise new sales efforts directed at all levels of clients.

Because of the nature of our business a background of the windscreens replacement trade or similar automotive service industry would be advantageous. Remuneration will be by way of an attractive salary, Company Pension Scheme, Private Health Plan and 2 litre Company car.

In the first instance, please reply in writing with full details of your career and achievements to date to:

MR. W. N. WEBBER, DIRECTOR, AUTOWINDSCREENS, (CHESTERFIELD) LTD, BRITANNIA HOUSE, STORFORTH LANE, CHESTERFIELD, DERBYSHIRE, S40 2UZ.

24
HUMAN SERVICE

CV HUMAN RESOURCES

Confidential Applicant Response & Evaluation Ltd.
I.C.G. House, Oldfield Lane North, Greenford, Middx. UB6 0AL.

MARKETING CONSULTANTS (MBA'S) £ Negotiable

Location: CENTRAL LONDON

A major US Marketing Consultancy needs several people with well developed skills in communication and lateral development of ideas for key appointments in the London Office.

An essential element in your background is a Masters Degree in Business Administration. The reason for this is uncompromising standards of excellence which clients take for granted. At least three years commercial experience is also necessary, probably gained in economics, marketing or finance. You will join a team employing unique evaluation methods in analysing clients' marketing effectiveness, developing strategies and implementing action plans. Fluency in a European language will be a distinct advantage.

Benefits include life/disability cover and BUPA but most important is the potential for personal progress and rewards based on results.

Ref: FRV/105

QUALIFIED ACCOUNTANT (RETAIL) £21,000 p.a.

Location: SOUTH EAST MIDLANDS

One of the Regions largest and best known retail operations needs a forward thinking, self-motivated young accountant for a pivotal role in the future development of the organisation.

Reporting to the Deputy Chief Executive, you will be responsible for financial controls to final accounts, producing management accounts to tight deadlines, and assisting in the development and implementation of new Management Information Systems. You will manage a staff of up to 70 people, some of whom are partly qualified, and the management of change will be a key responsibility. You must have experience of computerised accounting systems and financial modelling, and it is essential that you are a qualified ACA, ACCA or ACMA.

The benefits package is typically generous for the right person.

Ref: CRW/106

SALES EXECUTIVES OTE £16,400 + car

Location: HOME COUNTIES

If you are currently in a demanding sales environment (such as media sales), have a sound business related background, and are looking for a career move, our client could have such an opportunity for you.

The company is now in its second trading period and needs to develop in depth its 'household name' client base. The 'product' is a carefully researched, tested and proven, and is recognised by its users to be unique. Your level of contact will be middle and senior management which will require you to have a well developed level of credibility and presence.

Benefits include a five figure base salary and performance-related bonus.

Ref: CRX/107

CUSTOMER SERVICE MANAGERS to £11,500 p.a.

Location: GREATER LONDON

Probably the best known name in high street supermarkets and superstores, our client is leading the field in innovative developments by opening up nearly twenty new appointments in a customer service capacity in the Greater London area. The objective? To create a customer oriented image.

To be a part of this new development, you should be in your mid-twenties, have a reasonable education and be able to communicate effectively with people. Your background must include experience of supervisory or management level in a high volume retail, catering or service organisation, with particular emphasis on customer contact and forward planning. You will report to a Store Manager, and you will be responsible for between 50-150 people.

Generous benefits apply to these appointments.

Ref: HR/104

PHONE 01-575 7070 NOW!

WENDSTONE ORGANIC CHEMISTS

Wendstone Chemicals is a small specialty chemicals business within the Laporte Group. Britain's second largest casual chemical company. We enjoy a high level of autonomy which enables us to operate in a fast-moving, entrepreneurial way, whilst at the same time having the full backing and support of a major international organisation.

Our business is in supplying high value, key organic intermediates to the pharmaceutical industry and specialty product manufacturers. We aim to develop novel manufacturing processes for our products commencing with the literature review stage and progressing through laboratory and pilot plant to full scale manufacture. We do not set out to perform fundamental research but rather to harness the latest research findings to our needs and those of our customers. This involves us in close liaison with University research, where we support a number of full time research students.

Our small, enthusiastic team of highly qualified organic chemists are involved in all stages of developments from literature review and discussion with Consultants, at the laboratory bench, pilot plant to full scale plant commissioning stages. They are in regular contact with our customers and make a valuable contribution towards actually winning new business. They represent the company at trade exhibitions and lecture at symposia and to our customers both home and abroad.

Wendstone Chemicals has the full cooperation of, and free access to, other Laporte scientists, and to the substantial chemical engineering resource and finance of the Group for large projects. During the past three years, major technological advances have been made which have led to multi-million pound investments in manufacturing plant within the Laporte Group. We have exciting projects at present underway.

We are looking for chemists to join our team. The successful applicants will be exceptionally able people with career ambition. An essential minimum requirement is for a good first degree and a PhD in organic chemistry and a keen desire to work as a member of a team across the wide spectrum of activities described above.

Applications, which will be treated in strict confidence, should be addressed to:

Dr J. P. Bejan
Managing Director
Wendstone Chemicals PLC
Laporte Road
BELLINGHAM
Cleveland TS23 4JA
(marked Personal and Confidential)

A Member of the Laporte Group

HMS

THE RECRUITMENT CONSULTANTS FOR EXECUTIVES & SALES PROFESSIONALS

INTERIOR DESIGN SALES £12,000 basic, opportunity to earn £20,000. Friendly company needs a sales rep to sell tailor-made office design concepts to large organisations requiring office design and refurbishment. Includes all aspects of office interiors.

SALES ENGINEER £15,000 plus car and pension. Opportunity for sales engineer to work for fast expanding Organisation involved in capital equipment sales to the tool-making industry. Package includes commission on all sales.

MECHANICAL & ELECTRICAL ENGINEER £16,000 salary, negotiable. Young, aggressive company are looking for an engineer with experience in building services design. Good prospects to senior management plus some overseas travel.

SALES REP - ELECTRONICS £13,000 salary plus car and pension. National sales rep is required by established company manufacturing fast instruments. Good opportunity for technically minded sales professional working from home.

Take advantage of our nationwide facilities and ring your nearest branch for details of these and a thousand other opportunities.

• ABERDEEN 0224 582167 • BELFAST (RAND) 0232 246128 • BIRMINGHAM 021 643 7231 • BOLTON 0204 391527
• BRADFORD 0274 734690 • BRISTOL 0272 297715 • CARDIFF 0222 396084 • CHESTER 0244 311669 • DERBY 0332 357419 • EDINBURGH 031 226 5233 • GLASGOW 041 204 0371 • LEEDS 0532 451885 • LEICESTER 0533 517668
• LIVERPOOL 051 708 8120 • LUTON 0582 414970 • MANCHESTER 061 228 6887 • MILTON KEYNES 0908 604399
• NEWCASTLE 081 281 9340 • NORTHAMPTON 0604 33754 • NOTTINGHAM 0522 472534 • READING 0734 504623
• SHEFFIELD 0742 28478 • WITFORD 0523 428279 LONDON AREA: • EALING 01 579 5851 • CROYDON 01 686 1572
• OXFORD CIRCUS 01 734 15567 • ILFORD 01 553 9056 • WEMBLEY 01 902 4862.

HESTAIR MANAGEMENT SERVICES LIMITED

Treasurer/Director of Finance

Scale D £24,618 to £28,021

Applications are invited for the post of Treasurer/Director of Finance. South Glamorgan Health Authority is the only teaching district in Wales, with its headquarters based in Cardiff. The Authority has an allocation of £140 million and a payroll of 13000 staff.

This is a prestige appointment in a progressive Health Authority involving a key role on the District Management Team.

The Treasurer will be responsible for the provision of financial advice and other services relating to the management of the Health Authority's financial resources.

The Treasurer will be managerially accountable to the District General Manager for co-ordinating value for money programmes and initiating cost improvement investigations and activities. He/she will be responsible for the Supplies Organisation and the Work Study/ O & M Unit.

The successful candidate will be a qualified accountant preferably with experience in public service accounting. He/she should be able to demonstrate experience and achievement at a senior level in financial management.

Applications will be by curriculum vitae.
Information pack from Mrs M Jones, Room 1, Temple of Peace and Health, Cardiff.
Informal enquiries welcome: Mr N C Hughes, Senior Assistant Treasurer, Cardiff 0222 395621.
Closing date 21st November 1986.

SOUTH GLAMORGAN Health Authority

HEAD OF QUALIFICATIONS & MEMBERSHIP to £16,000

Non contributory pension


The Chartered Institution of Building Services Engineers wishes to strengthen its Qualifications and Membership Departments by the appointment of an overall manager.

Reporting to the Secretary, and under the guidance of the Qualifications Board, the Head of Qualifications and Membership will be responsible for membership development for the Institution's 12,500 members, including administration of applications, careers advice, training schemes, course accreditation, examinations, and continuing professional development.

The Institution looks for management ability and an understanding of the process of professional formation. Knowledge of the construction industry, the Engineering Council, CNA or BTEC would be an advantage.

Age indicator: 35 to 50

Apply, marking envelopes Private and Confidential, to the Secretary, the Chartered Institution of Building Services Engineers, Delta House, 222 Balham High Road, LONDON SW12 9BS.



MANAGEMENT CONSULTANTS

Are you eager for success?
Can you start immediately?

As a result of our continued growth we require several MANAGEMENT CONSULTANTS to maintain our development. Could you be one of them?

You must be highly motivated with an appetite for achievement. Your successful track record will show that you are thoroughly experienced in the business to business area and capable of problem solving for small and medium sized companies, be they financial, commercial or manufacturing.

You will receive comprehensive training, the back-up you need, and relocation is not necessary. A first rate remuneration package commensurate with effort is offered.

If this is your sort of challenge and you would like to join our expanding team, please send complete career details to Colin Herman, but only if you're available to start immediately. Ref: TT

Independent Consulting and Management Company Ltd., Rawlplug House, 147 London Road, Kingston-upon-Thames, Surrey KT2 6NR.



RETAIL GROUP DIRECTOR

Circa £50,000

Chinacraft Ltd, the leading multiple Fine China, Crystal and Giftware Specialists, with other diversified interests, wish to appoint a Director of managerial ability with a strong retail background, to work closely with, and report directly to, the Chairman.

In addition to controlling all aspects of the retail operations the successful candidate will have the responsibility of creating and adding new areas of merchandise, including own brand.

This is an exciting opportunity to lead the continuing expansion and development of the Group in a very important area.

Included in the attractive remuneration package will be the opportunity to earn substantial bonuses related to results, as well as the usual fringe benefits.

Write in confidence to:
The Chairman, The Chinacraft Group of Companies, 130, Barbican Road, London W10 6BW

EXECUTIVE JOB SEARCH

Are you earning £20,000—£100,000 p.a. and seeking a new job?
Connaught's discreet and successful Executive Marketing Programme provides professional excellence in helping you to identify those unadvertised vacancies those unadvertised vacancies. Contact us for a free and confidential meeting to assess if we can help you. If you are currently abroad ask for our Executive Expatriate Service.

Telephone: 01-734 3879 (24 hours)

Connaught
32 Savile Row, London, W1
The Executive Job Search Professionals

RESIDENTIAL ADVENTURE CENTRE MANAGERS

PGL leaders in adventure holidays for youngsters, requires residential managers with organisational and management skills to run Adventure Centres for 100-150 clients.

Each centre has a team of up to 10 staff employed to instruct sports and outdoor pursuits or to look after youngsters outside activity periods as well as all the administrative and support staff.

Useful experience includes working with youngsters, man-management, administration and a knowledge of a cross-section of sports local age 25-35

VACANCIES
LONG BEACH: West & Wye Valley: Feb to Sept.
MIDNIGHT BEACH: Franco & Wye Valley: May to Sept.
SUMMER ONLY: UK: Mainly 14 July to 22 August

Vacancies also avail for Activity Instructors and Circus Lecturers. Further details and application form from:
David Pittman
PGL Young Adventure Ltd
821 Station Street
Ross-on-Wye HR9 7AH
Tel: (0989) 64271



RETAIL OUTLET

Selling mainly British goods to Japanese customers, we is looking for a Branch Manager to work with Managing Director and be responsible for merchandising, personnel, Sales and training of new staff.

SENIOR FLOOR SUPERVISOR

Responsible for sales staff, sales targets and promotions.

MANAGER FOR CHINA DEPARTMENT

Responsible for staff display and sales.

The candidates must have at least five years experience in Japanese clothing, cosmetics and china market. Knowledge of Japanese trends, tastes and language are essential.

Please apply to BOX G98 enclosing C.V's.

THE DIRECT LINE TO YOUR NEW CAREER

You see a senior executive earning over £20,000 p.a., successful, hard working and suddenly... UNEMPLOYED.


Over 75% of the top positions are never advertised!

Fletcher Hunt & Associates are a specialist team established to help redundant, upset or those seeking a change to find the right position, quickly through the unadvertised job market.

Consultancy income is often available to our clients who are out of work. We are specialists on the re-employment of senior executives.

For a free confidential discussion
Tel: Richard Parry 01-434 0511

FLETCHER HUNT & ASSOCIATES
Premier House, 77 Oxford Street, W1R 0BB.
Tel: 01-434 0511



John Jones 15/86

GENERAL APPOINTMENTS

Senior Research Associate/Research Associate Posts
Experienced
Polymer/Organic Chemists

International Paint

International Paint is one of the world's largest industrial paint companies operating 37 factories in 33 countries worldwide.

We are strongly committed to a continuing programme of research in order to increase our share of the diverse world surface coatings market. At our Polymer Research Unit we undertake the synthesis of novel chemicals and polymers which will lead to new high performance paint systems. This research is integrated with teams working in related disciplines such as material, colloid, corrosion, and biological sciences. To support this work, a range of modern analytical techniques are available. These include N.M.R., G.C./M.S., G.P.C., U.V., A.A., E.S.C.A., and scanning electron microscopy.

We now wish to appoint two professional chemists with considerable experience in polymer/organic chemistry research, to undertake the design and synthesis of novel polymer systems. The people we are seeking will be innovative and practical chemists who enjoy seeing the results of work which they know to be based on sound scientific principles. He/she may be responsible for a small number of junior chemists. The people appointed to these posts are likely to be in their late thirties/early forties and will have a good honours degree probably together with a PhD. We are looking for self-motivated professional researchers who envisage a long term research career.

If you can demonstrate real success in your career so far and are prepared to turn your good ideas into commercial products for world markets we would like to hear from you. These positions will be in our Group Research Laboratories based on our site at Newcastle upon Tyne. The city is the base for access to the superb countryside of Northumberland/Durham as well as offering excellent shopping facilities. In addition a wide range of housing is available at reasonable prices in both urban and rural areas within the region. We offer highly competitive salaries together with the usual benefits of working for a large company, including relocation assistance.

Please write to or telephone for an application form or forward a full CV to: Mrs. L. Robson, Group Personnel Department, International Paint plc, Stoneycroft Lane, Felling, Gateshead, Tyne & Wear NE10 0JY. Tel: (091) 469 6111.

International Paint
 Stoneycroft Lane,
 Felling, Tyne & Wear
 NE10 0JY.

MOXON DOLPHIN & KERBY LTD

Recruitment Advertising Executive Search Management Selection International Recruitment

178-202 Great Portland Street, London W1N 5JJ. Tel: 01-631 4411.
 8 Mathew Street, Liverpool L2 6RE. Tel: 051-236 1724.

Deputy Quality Assurer

Aylesbury

Due to reorganisation of our Aylesbury Quality Control department, Sacconne & Speed, a major UK importer of wines and spirits and a subsidiary of Courage Ltd., is looking for a Deputy Quality Assurer.

The successful candidate would be involved in day-to-day decisions concerning receipt, handling and bottling of bulk wines and spirits, as well as monitoring all goods imported in bottles by means of a comprehensive sampling schedule.

Fully able to deputise for the Quality Assurer when necessary, you must hold the Wine and Spirit Education Trust Higher Certificate and be prepared to study for the diploma. Proven tasting ability and a thorough, methodical approach are also essential. Good communication skills are necessary.

This is an interesting post with opportunities for further advancement. The salary and benefits package is equally attractive and includes a generous product allowance.

Please apply in writing with a CV and a recent photograph to: Mrs S. L. Pascoe, Personnel Resources Officer, Sacconne & Speed Ltd., 17 Cumberland Avenue, London NW10 7RN.

Translator German/English

Bayer UK Ltd is part of the international Bayer group, manufacturing and marketing a wide range of products in the Industrial, Medical, Agricultural and Consumer fields.

The pharmaceutical division based at Newbury in Berkshire is seeking a fluent Technical Translator of English mother tongue, to carry out written translations of highly technical documentation for the pharmaceutical/chemical divisions and service departments. The documents for translation will include reports for internal and external information and/or publication.

The position requires a degree in German plus one other language, a post-graduate diploma in technical and specialised translation, a good command of written English and a basic understanding of chemical/pharmaceutical subjects. Candidates offering additional languages will be preferred. The ability to type would be an advantage but not essential as word processor training will be given.

Based at our modern headquarters in Newbury you offer excellent career opportunities and benefits package, commensurate with Bayer's position as a leading Pharmaceutical Company. Please telephone for an application form from Joan Freeman, Personnel Officer, Bayer UK Limited, Bayer House, Strawberry Hill, Newbury RG13 1JA. Tel: Newbury (0635) 39466 - answerphone after office hours.

Bayer
 Improving the quality of life.

HAVE YOU BEEN TOO BUSY WORKING TO FIND THE RIGHT CAREER?

For years many of us have been involved in the day to day necessities of living that we have given little thought to how we might enhance our careers.

We are just too busy working to make the time to find our true vocation, this is a period which usually results in a feeling of wanting to change but not knowing how to go about it.

Chusid Lander can change all that.

We are a group of specialist career consultants whose sole function is to guide experienced executives like you to achieve your personal and financial ambitions.

We guarantee that we will commit our time and effort until you are satisfied that your career objectives have been realised.

Instead of being caged up, we'll help you fly.

For thirty years we have been striving for the best. Now it's your turn!

Telephone us to arrange a confidential personal assessment without obligation, or write to: The Administrator Ref. 8/8/1, 35/37 Fitzroy Street, London W1P 5AF.

LONDON 01-580 6771
BIRMINGHAM 021-643 8102
BRISTOL 0272 22367
MANCHESTER 061-228 0089
NOTTINGHAM 0949 37511
GLASGOW 043-322 4502
BELFAST 0232 621824

CHUSID LANDER

Customer Services Engineer

German/French/English Speaking
 Based in U.K. to cover Europe.

Belzona Molecular is a multi-national company with over 30 years' experience in the Conservation of Man-Made Structures, continuously developing and marketing the world's best products based on Molecular Technology. Our products and services provide cost-effective solutions, replacing conventional repair methods for Machinery & Equipment, Buildings & Structures.

As Customer Services Engineer, you will be responsible for providing training and a technical advisory service to our Distributors in Europe. All of this work will be on site, dealing with customers, so fluency in French, German and English is essential.

You will also be required to co-ordinate lectures, seminars and other related functions such as customer presentations. Good communication skills are, therefore, imperative.

A qualified Mechanical Engineer, you will have extensive experience of dealing with wear, corrosion and deterioration problems on Machinery and Equipment. You will also have experience of working extensively overseas.

An attractive salary is offered, together with a Company Car.

If you are interested in working for a highly successful and progressive organisation, please write to: Manfred Bressler, Managing Director, Belzona Molecular Exports Limited, Claro Road, Harrogate, North Yorkshire HG1 4AY, England. Tel: (0423) 67841 Telex: 57998 MOLE G.

BELZONA MOLECULAR

SOUTH BUCKS SOLICITORS

Require Practice Administration Manager. This is a new post created because of rapid expansion over the past few years. We are a ten partner firm with five offices. The post will be based at the firms Marlow office and will suit any one with previous office administration, experience not necessarily in a solicitors office.

For further details please telephone:

Keith Green on 06285 24735

Or write to:
CRIPPS & SHONE
ARIES HOUSE,
STRAIGHT BIT
FLACKWELL HEATH,
HIGH WYCOMBE
HP10 9NC

GRADUATES c£12,000

Two highly visible roles in Personnel Management

My client has an enviable reputation in international markets for advanced technological design and project management. The company employs a high percentage of graduates and professionally qualified staff and wishes to ensure that their potential is fulfilled.

You also wish to fulfil your potential. Aged 24-34, it is your personal qualities rather than any specific experience in Personnel that is important. You are conceptually bright and innovative, have good presentation skills and above all are a 'doer', resilient and determined to achieve your goals, at times against the odds.

One of the roles centres on management development; identification of training needs, assessment, planning of training and organisation, design and presentation of courses. The other is a wide ranging generalist role with emphasis on corporate development, appraisals, grading remuneration and administration. Relocation expenses available, where applicable.

If you have what it takes to thrive in a demanding environment, then contact me, Nigel Murray, either by telephone or in writing.

Telephone: (0483) 85586 (out of hours (0730) 87806)

Management Personnel
 Shaw House, 2 Tinsgate, GUILDFORD, Surrey GU1 3QT

AUSTRALIA CSIRO

RESEARCH AND DEVELOPMENT DIVISION OF MANUFACTURING TECHNOLOGY SYDNEY

The Commonwealth Scientific and Industrial Research Organisation (CSIRO) is the largest research institution in Australia. The Organisation is government funded and performs research and development in about 100 laboratories to support Australia's industry.

The Division of Manufacturing Technology with some 130 staff has three laboratories in Melbourne, Sydney and Adelaide. The main research activities are in the areas of materials engineering, new techniques and integrated manufacture in close collaboration with the manufacturing industry. The Sydney Laboratory covers the fields of industrial lasers and flexible automation of manufacturing processes, expanding into assembly automation, material flow and robotics.

1. Manufacturing Information Technology (Position No A3962)

An engineer or scientist is required to initiate and lead research in areas of Manufacturing Information Technology, such as production planning, material flow, tool organisation or group technology. Applicants should have a higher degree, preferably a D.Eng., or equivalent qualifications, with substantial experience in industry and research. Salary will be in the range of A\$35,899 - A\$48,734.

2. Assembly Automation (Position No A3961)

An engineer or scientist is required to undertake research in the field of assembly automation in close collaboration with industry. Applicants should have a higher degree, preferably a D.Eng., or equivalent qualifications, with experience in manufacturing processes, product design or the application of robotics. Salary will be in the range of A\$23,107 - A\$41,339. Appointment at a higher level may be possible for an exceptional applicant.

TENURE: These positions are for appointment on an indefinite basis with Australian Government superannation benefits.

APPLICATIONS: Applications, stating relevant personal and professional details, the names of two professional referees and quoting the relevant reference number should be directed to:

Officer-in-Charge
 Sydney Laboratory
 CSIRO Division of Manufacturing Technology
 PO Box 218
 LINDFIELD NSW 2070
 AUSTRALIA

By November 28, 1986

CSIRO is an equal opportunity employer

BADENOCH & CLARK

FINANCIAL PUBLIC RELATIONS
 c.£18-£20,000 + Profit Scheme

Our client is a new agency who are establishing a high class client base of financial institutions.

We are looking for personable, dynamic and entrepreneurial young professionals, with experience gained in merchant banks and stockbroking institutions, within the City. They will join the team giving all round corporate advice to financial clients.

This is an extremely exciting opportunity for the successful candidates to join a new firm at an early stage and to take advantage of equity and profit share arrangements.

Contact **Tim Clarke, ACA or Robert Digby** (who can be reached outside office hours on 01-870 1896).

Financial Recruitment Specialists
 16-18 New Bridge St, London EC4V 6AU Telephone 01-583 0073
 or contact Timothy Burrage on 01-874 6746

GENERAL MANAGER TO PLAY GAMES

A General Manager is required for a leading computer game company to build on its past success and take it to the top of the First Division.

The right candidate will probably come from an entertainment or publishing background where they will have had profit responsibility and successfully managed a well motivated team.

A solid background in marketing is essential. Additional proven expertise in contract negotiations, sales, production control and a working knowledge of the home software business would all be a distinct advantage.

An excellent salary package is available. If you think you are the right candidate write to:

Box No. E08 with a full CV and in no more than 500 words explain why the job should be yours.

Closing date 14 November 1986.

Hong Kong

Trade Mark Agent

A leading firm of solicitors in Hong Kong requires a trade mark agent for their expanding Intellectual Property Department. The firm has an international and domestic practice. The successful candidate should preferably be a qualified member of IMAA but experienced trade mark agents who are not qualified should apply. The successful candidate will be required to advise clients on all aspects of trade marks, including the filing and prosecution of trade mark applications throughout the world and the protection of those trade marks.

The overall remuneration package will not be less than \$50,000 per annum and could well be substantially more depending upon experience and qualifications offered. With the maximum tax rate in Hong Kong at 17%, this salary should enable substantial savings to be accumulated over the contract period of 3 years and 4 months. There are in addition generous medical, leave and travel benefits.

Interviews will take place in London in November. Applications should be sent to Reuter Simkin Limited, 26-28 Bedford Row, London WC1R 4HE, 01-405-6852 quoting ref. JH/C222 to arrive before November 19th, 1986.

REUTER SIMKIN
 LONDON - LEEDS - WINCHESTER
 RECRUITMENT AND MANAGEMENT CONSULTANTS

SALES PERSON

Sales person required for up-market retail ceramic tile shop W1 area. Experience of tiles not essential but interior design experience an advantage. Job entails some secretarial work, but mainly selling in shop. Hours 9.30am to 5.30pm Monday to Friday. Some Saturdays 10am to 4pm. Salary negotiable. Reply in first instant with C.V. to:

TILE MART,
51 GREAT PORTLAND STREET,
LONDON W1N 5FB.

STRATEGY CONSULTANT

A leading consulting firm is seeking a dynamic young professional for their Spanish practice which will involve frequent travel to Spain. Candidates should be fluent in Spanish and English, with an MBA from a leading international business school. Previous international experience in Spain, preferably in more than one functional area, is essential. Other languages and international experience would be a benefit.

The successful candidate will be aged 25-33 and will have a graduate background in business or engineering. Remuneration will reflect the exceptional quality of the chosen candidate.

Reply to **BOX A42,**
C/- The Times Newspapers
F O BOX 484,
Virginia Street,
LONDON E1

LEISURE ARCHITECTS

Require an office manager to supervise the day to day running of their growing practice of over 50 people. Broad experience of office management is required coupled with enthusiasm, flexibility and organizing ability.

Applicants should apply in writing enclosing a C.V., detailing relevant experience, availability to start and expected remuneration.

APPLY TO
SARGENT & POTIRIADIS,
ATTENTION JULIE REID,
5 DRYDEN STREET,
LONDON WC2.

McKenna & Co

ASSISTANT LIBRARIAN

The Library and Information Department of this law firm requires an enthusiastic Assistant Librarian to take an active part in the provision of library and information services to members of the firm.

The work entails helping with updating of the information retrieval system, preparation of information bulletins and enquiry work, as well as assistance in the day-to-day running of the Library.

An interest in the law is desirable.

Accurate typing ability would be useful. The post could suit a useful graduate of library school requiring the necessary experience for licentiatehip of the Library Association.

Please apply in writing with a curriculum vitae to Mr J Miller, Head of Library and Information Department.
 McKenna & Co
 Inveresk House, 1 Aldwych, London. WC2R 0HF

SALES EXECUTIVE

Established office furniture company in Central London require a sales executive for City area aged 24-45. Sales experience essential. Salary plus commission.

Please write with cv to:
 Personnel Officer,
HHH & Noyes Ltd.,
 23 Brunton St.,
 London W1X 9ED.

WHICH CAREER SUITS BEST?

Professional Guidance and Assessment for all ages.

15-94 yrs. Career, Career
 25-34 yrs. Progress, Changes
 35-54 yrs. Review, 2nd Changes

Full details in free brochure.

CAREER ANALYSTS
 30 Brunton Street W1
 01-935 5452 (24 hrs)

FMLS

Fellow of the Institute of Medical Laboratory Science (FIMLS) is a new laboratory in Harley Street area. Applicants should be qualified in haematology and blood transfusion. The successful candidate will be involved in the recruitment of NHS staff. Candidates of colour are not eligible. For further information you may contact: 01-274 2621. Applications should be sent to BOX A61.

IS

ASSISTANT

London Weighing

Advertisement for a position in London Weighing, involving a small team covering a wide area of the financial and economic sectors. The duties will include the preparation of policy papers, the submission of proposals, and the organization and other interests.

TO YOUR NEW CAREER

Advertisement for a career consultant, offering professional guidance and assessment for all ages.

GLAMORGAN

Advertisement for a position in Glamorgan, involving a dynamic young professional for their Spanish practice.

GROUP

Advertisement for a group, offering a salary of circa £50,000.

GENERAL APPOINTMENTS

Marriott QUANTITY SURVEYORS WASHINGTON DC

Marriott Corporation, whose headquarters are in Washington DC, is an international leader in the design and construction of hotels, life care units, restaurants and facilities for institutional and industrial food services. Due to the continuing expansion of our operations, career opportunities now exist for quantity surveyors to be located at corporate headquarters.

Qualified Applicants should have:

- * Aries degree or equivalent
- * A progressive record of achievement in the construction cost planning and cost control field.
- * Five years' post qualification experience in high rise multi-million pound projects.
- * Experience in the preparation of feasibility, conceptual and definitive estimates.

Positions offer a competitive salary and benefits package commensurate with experience.

For immediate consideration, please submit resume and salary history.

Marcella Friswell
Executive Secretary
Marriott International Services
New Lodge, Drift Road,
WINDSOR, BERKS SL4 4RQ

GENERAL MANAGER

£20,000 +

This major private company has achieved a dominant position in the U.K. shopfitting industry.

You will have full responsibility for the employment of 50 staff, a large number of sub-contractors and a turnover of £10 mil.

We are looking for a dynamic general manager with experience in the shopfitting industry, preferably with a background in administration and a knowledge of the German language. Age guide: 30 - 45.

The company is located in a pleasant part of the South West and the substantial benefits package will include performance related bonus, pension, car, PPP, re-location expenses etc.

The group is expanding and there will be excellent opportunities for further development for an ambitious, profit orientated and dedicated individual.

Write in strictest confidence to:-

The Chairman,
Cortian Limited,
39, Portsmouth Road,
Cobham, Surrey, KT11 1JQ.

SALES AND MARKETING DIRECTOR ELECTRONICS

Instrument Rentals has a reputation as the world's largest electronic equipment rental company, that is matched by the size and availability of their product inventory.

The company's commitment to "all round" customer service coupled with planned European growth places strong demands upon the development of its personnel, and the recent promotion of the Sales and Marketing Director has created the need for an experienced and dynamic professional manager to take up this challenging role. An electronics background is a prerequisite, as is a depth of corporate and man-management experience and skills that will enhance the existing management team operating from its UK headquarters in Berkshire.

Those interested should write enclosing brief career resumé and details of personal qualities, including contact telephone numbers to: Suzanne Roberts (ref: IR/78), Resource Maximisation International, Executive Search & Selection, Stancrest House, 16 Hill Avenue, Amersham, Bucks, Tel: 02403 28851

YORK RACECOURSE MANAGER/SECRETARY - CLERK OF THE COURSE

Applications are invited from persons with proven experience and ability who consider that they may be able to fill one or both of these important positions at York Racecourse.

York is a Category 'A' racecourse staging one of the most important festival race meetings in Europe as part of a fifteen day racing season with meetings once a month from May to October.

In addition, there are a number of non-racing activities to be supervised including a thriving banqueting/function catering business.

All applications must contain the following minimum personal details:-

AGE
MARRITAL STATUS
PRESENT ADDRESS
PRESENT EMPLOYER
CURRENT SALARY AND BENEFITS
FULL DETAILS OF EDUCATION
PROFESSIONAL QUALIFICATIONS AND/OR MILITARY
SERVICE DETAILS OF WORKING CAREER TO DATE
and

The names of two persons from whom references may be obtained as well as existing employer (These will not be used without prior permission).

A typed or printed C.V. may be enclosed with the letter of application. Pension and Private Health Insurance Schemes are operated.

All applications will be treated in the strictest confidence and should be submitted no later than Monday 10th November 1986, addressed to:-

YORK RACE COMMITTEE
c/o F.A. Lawton Esq.
GRAYS
Solicitors
Duncombe Place
York YO1 2QY



THE PLASTICS AND RUBBER INSTITUTE

The PRI is the qualifying professional body and learned society for polymer scientists and engineers and has an international membership of over 10,000. Applications are invited from either sex for this newly created post.

ASSISTANT SECRETARY (PROFESSIONAL)

The AS(P) will assume responsibility for the Institute's professional affairs, including education and training policy.

The successful candidate will have considerable experience in the polymer industry, ideally will be a Chartered Engineer, and may well have taken early retirement.

The salary and benefits will reflect the importance attached by the Council to this appointment.

Further details are available on request. Full CV's and relevant supporting documentation should reach the Secretary-General of the Plastics and Rubber Institute, 11 Hobart Place, London SW1W 0HL, by 21 November 1986.

Accountants, MBAs & Economists

TWO FACTS THAT COULD STEER YOU TOWARDS MANAGEMENT CONSULTANCY.

The first, is the quality of our people. Successful business professionals often find that rapid career progression creates a decreasing intellectual challenge. As they outdistance their colleagues, growing frustration is encountered with the less than fertile minds around them.

At Touche Ross opposite circumstances prevail. You will be working in a team where colleagues are intellectual equals. Where constant challenge and achievement is a fact of life, not an empty dream. Where problem-solving ideas are exchanged and refined until an exact solution evolves.

This insistence on total professionalism, supported by excellent training, has resulted in our management consultancy practice doubling in size over the past two years despite ever increasing market competition.

The second, is the quality of our assignment work. It is wide-ranging, demanding, often dealing with highly complex situations. Our clients are mainly blue-chip companies who more often than not return with further projects as a result of the successful conclusion of the last.

We are at the forefront of the management consultancy business and our open, informal structure encourages rapid personal achievement.

If you possess a good first degree and ideally an appropriate professional qualification, join us in London, Birmingham, Manchester or Glasgow. Salaries are negotiable and a car is provided.

Please write or telephone, in total confidence to: Michael Hurton, (Ref: 2674), Touche Ross & Co., Hill House, 1 Little New Street, London EC4A 3TR. Tel: 01-353 8011.

Touche Ross
Management Consultants

Personnel - Merchant Bank

City

£13,000 plus benefits

We are looking for a personnel officer to join a small team involved with recruitment and counselling. The team is responsible for the Bank's Information Technology and Financial staff. These are important and growing functions in the Bank. Supporting them is regarded as equally important.

A market maker and market leader, our client is a British Merchant Bank. They are making a major investment in people as well as in Information Technology to ensure their continued success.

Applicants, ideally of graduate calibre, must have one to two years general personnel experience including recruitment. Good communications skills are essential. The successful candidate must be able to relate to people at all levels in the Bank. The post offers both career development and an attractive package.

For more information about this vacancy, Ref 675, and to arrange an initial interview, please telephone John Pitt on 01 608 0488, or send a full c.v. to our London office at the address below.

John Hacker
associates
LIMITED

LONDON Chancery Chambers, 18-21 Chancery Square, London EC2M 4AH Tel: (01) 6080488/LEEDS Yorkshire House, Green Street, Leeds, West Yorkshire LS1 5RW Tel: (0532) 456722

MARKETING ASSISTANT Computer Recruitment W1 c.£12,000+ comm.

We are market leaders in assignment based specialist recruitment, operating across Banking, Insurance, and High Technology. Our Executive Search abilities are highly respected and we have a reputation for producing highly innovative, award-winning recruitment advertising.

To assist in the development of our expanding, largely blue-chip client base, we urgently require an additional Marketing Assistant for our Technology division.

Responsibilities will include canvassing new and existing clients, research, and monitoring the computer press in order to arrange for our relevant specialist to secure new business.

You should be of graduate calibre, ambitious, determined and resilient, in your mid 20's, with formal releases training. Any computer industry or City experience will be a distinct advantage. The ambitious candidate can expect to progress to Account Executive within a year where earnings are unlimited and include a company car.

For further information please write, enclosing full c.v., to Craig Millar, Associate Director of Information Technology, quoting Ref: CM062

**Lloyd
Chapman**

International Search and Selection
160 New Bond Street, London W1Y 0HR
Telephone: 01-408 1670

GENERAL MANAGEMENT Nursing c. £17,500 p.a.

One of London's major teaching hospitals requires a general manager to be responsible for nursing and in-patient services. This 500 bed hospital incorporates a major research unit and is part of a Special Health Authority.

This is an ideal post for anyone of 30 years + wishing to make a commitment to general management.

The objective of the post will be to raise the entire profile of the hospital's services. To achieve this requires a complete understanding of management principles with a systematic approach to problem solving.

The ability to motivate and lead by example will be essential attributes of the successful candidate. In return, total autonomy is assured - reporting will be direct to the Unit General Manager.

If you are a general or specialist trained nurse and have already reached a senior level of management, either within the NHS or Independent sector, then please telephone or write to Venetia Crow in complete confidence.

Raine
THE RAINE PARTNERSHIP
RECRUITMENT CONSULTANTS
01 937 4454
13 PRINCE OF WALES TERRACE
LONDON W5

Personnel Officer

£13,000

City of London

A prestigious international shipping line with lengthy traditions of expertise, our clients belong to a major group employing 300 UK staff, 180 being City-based. They now require a Personnel Officer to assume overall personnel and recruitment responsibilities.

Involving extensive liaison with senior management, duties include providing information and advisory services for all staff, plus helping to formulate training schemes. You'll also enjoy scope in developing and maintaining a computerised records system, so relevant computer experience is desirable.

Energetic and communicative, with strong motivation qualities, you'll ideally combine a flexible approach with an IPM qualification and at least five years' experience. Prospects for career progression are excellent.

Please send a full cv to: Richard Jordan, PER, Rex House, 4-12 Regent Street, London SW1Y 4PP.

PER

Britain's Largest Executive Recruitment Consultancy

An opportunity for independent consultants looking for a better business base, (or salaried people seeking freedom) to join our small team of

Management Consultants

Human Resources % or £ negotiable

Operating from an agreeable grade II listed building two minutes from AIM and ten from M25, you'll get full support - business planning, secretarial, word processing, telephones, accounts/bookkeeping and so on - to enable you to concentrate on finding assignments and building up your practice.

If you need a good trading name, we already have one in executive recruitment and selection for the healthcare industries. Show us how you would extend our selection franchise into new business areas, or enable us to offer our present Clients a wider human resources service, and you can share the name as well as the office.

Please telephone Roger Stephens for a brief exploratory talk, or write with an outline of your career to date and personal plans for the future.

Roger Stephens
& Associates

Management Search - Selection - Development
Chequers House, 1-3 Park Street, Old Hanford, Herts AL9 5AT.
Telephone: 07072 73361

MANAGEMENT OPPORTUNITIES

West End financial services group require two (25+) people to train in management.

Successful candidates will run an independent office within 18 months.

Call Mr Scott on
01-439 8431

CAREER DESIGN LIMITED

PERSONNEL/ADMIN MANAGER

£20,000 + benefits

An excellent opportunity is offered by this expanding US Bank for an experienced personnel and administration manager. Diverse responsibilities include the implementation of company policy, recruitment, salary and office administration. You will have excellent support staff and need to have the energy and drive essential to fulfil this satisfying and rewarding role.

Contact: Diane Hilton on 01-489 0889/286 2522

RECRUITMENT CONSULTANTS
1 GROVELAND COURT, BOW LANE, LONDON EC4M 9EH
TELEPHONE: 01-489 0885

GENERAL APPOINTMENTS

Product Manager

BUSINESS SOFTWARE C.£17,500

Use your accountancy or marketing skills in a rapidly developing environment

Tetra Business Systems is a young, energetic company which has fast become market leader in the development and sale of quality business software packages for a wide range of applications. Our expertise has been further recognised by IBM's recent decision to market our software alongside their new 6150 micro.

We now wish to strengthen our marketing activity with the appointment of a Product Manager for a range of computer software - with particular emphasis on accountancy packages. You will provide full marketing support to our energetic sales team, including advertising and promotion, product planning and liaising with development staff on new products. This is a classical product management role providing a real opportunity to manage an exciting range of products.

This challenging new position requires a background in an appropriate marketing environment or equally would appeal to a qualified accountant whose familiarity with accountancy applications will form the basis of an interesting career move. Above all, you will offer the professionalism and business flair to make a significant personal contribution to our fast moving expansion.

Salary is in the range of £17,500, plus a number of benefits including company car and relocation assistance as appropriate.

Please send a comprehensive CV to Gwyneth Cheeseman, Recruitment Manager, Tetra Business Systems Limited, Tetra House, 14-16 Temple End, High Wycombe, Bucks HP13 5DR. Tel: (0494) 450291.

SOFTWARE THAT MEANS BUSINESS

TETRAPLAN

EXECUTIVE SEARCH CONSULTANT

LONDON Excellent Salary & Package Negotiable
As a result of continuing successful growth, Senior Management International, the Executive Search Division of the InterExec SMI Group, intends to further expand its London based team of Senior Executive Search Consultants.

Candidates, probably aged 33-45, should have a graduate or professional qualification, a proven record of success in setting and achieving high standards of recruitment practices, with a successful track record gained either in Personnel Management or as an Executive Search Consultant.

To succeed in this key role, candidates should be naturally confident, intellectually able and totally accustomed to working at a senior level. A competitive salary and package is negotiable.

Please apply in writing with full personal and career details to: Stephen Mawditt, Managing Director

Senior Management International

Executive Search Consultants

London: House, 19, Charing Cross Road, LONDON WC2H 0ES.

Station Manager Gas Compression Station

F.W. Management Operations Ltd, a member of the Foster Wheeler Group of Companies, requires an experienced Graduate Engineer for the overall management of this remote station within the Indian sub-continent.

The Station has gas turbine driven, gas compression and power generation facilities. The successful applicant will have had a minimum of 10 years' previous experience in either the operation and/or maintenance management of a similar installation in an overseas location.

This is a single status assignment for an initial period of one year.

Candidates who meet these specifications should apply in writing to the Manpower Advisor,

F.W. MANAGEMENT OPERATIONS LTD.
Foster Wheeler House, Station Road, Reading, Berkshire RG1 1XJ. Tel: Reading (0734) 502121.

A member of the Foster Wheeler Group of Companies.

SHAPE THE FUTURE - MANAGER COMPUTER-AIDED DESIGN SYSTEMS

ENFIELD **£14,640 + BENEFITS**

Royal Ordnance Small Arms Ltd is Great Britain's centre of excellence for the research, design, development and manufacture of rifles, machine guns, cannons and ammunition of up to 30mm calibre. This Division of Royal Ordnance plc is looking to focus its integrated resources towards a range of innovative products.

Our factory and research and development complex is situated at Enfield in Middlesex. A vacancy has now arisen there for a manager to take responsibility for the CAD/CAM facility.

This will embrace management of 'full scale' procedures; liaison with the Information Technology Operations Manager concerning periodic software upgrades; routine maintenance and clarification of user queries; evaluating, recommending purchase and installing associated and additional software; maintaining system security; supporting users by providing user-friendly procedures and facilities; participating in system management meetings and

monitoring maintenance contracts. The successful candidate is likely to have a background in engineering and drawing office practice. In a research and development environment in Government or industry. At least two years' experience of operating CAD/CAM systems is essential; previous exposure to the Fortran/CAM-N system and VAX hardware would clearly be advantageous. The preferred age range of candidates is 30-50.

Employee benefits include a generous pension scheme, sick pay scheme, and leave allowances. Limited relocation expenses up to £5,000 may be available.

Please write a personal letter and a covering reference to: SAE 13881 CAD/CAM to: The Personnel Officer (C), Royal Ordnance (Small Arms) Ltd, Ordnance Road, Enfield, Middlesex EN8 6FL. Closing date for applications: 14 November 1986.

Royal Ordnance plc is an equal opportunities employer.

PROJECT COORDINATOR HOSPITAL DIRECTOR SAUDI ARABIA

Required for a modern hospital project

QUALIFICATIONS

- A university degree in management or a professional qualification in management (and/or)
- A recognised qualification in health care management (and/or)
- Appropriate training in hospital and health care management.

EXPERIENCE

- At least 10 years experience in hospital management with 3 years as senior level.
 - Preferably Middle East experience at a senior level.
- RESPONSIBILITIES**
- To coordinate the work for the development of the project leading up to completion.
 - To liaise with, assist, coordinate and oversee on planning, development and progress.
 - To monitor all aspects of the work on the project development.
 - To control, in association with the owner, the financial aspects of the project.
 - To plan and prepare strategies for the completion of the project. (network analysis).
 - To prepare basic operational policies in line with the philosophy of the owner.
 - To arrange for the construction, mobilisation and opening phases of the Hospital.
 - To assist, alongside the owner in the appointment of senior officials and to supervise the staffing complement plan.
 - To act as Hospital Director when the Hospital is in operation.

Interested persons with the required qualifications should send their resume to: **HOSPITAL PROJECT** (Project & Real Estate Division) P.O. Box 1049, Jeddah 21431, Saudi Arabia.

Fashion Buyers

MENS LEISUREWEAR AND BOYSWEAR

House of Fraser, Europe's largest Department Store Group, have two excellent opportunities for dedicated and professional buyers.

One appointment is for a Mens Leisurewear buyer; the other for Boyswear age 2-15 years. Candidates must have a proven track record in the relevant product area combined with creative flair. They must be able to develop exciting ranges from both UK and International sources and be proficient at forward planning.

The salary package will be competitive and will include the usual large company benefits.

To apply, send a detailed CV to: Mr. R. Lee, House of Fraser plc, 1 Horseback Place, London SW1P 1BH.

HOUSE OF FRASER

FINANCIAL ACCOUNTANT

CAMBRIDGE **£16,000**

A solid multi-national high tech company have created an opening for a newly-qualified accountant to step into a senior position within an autonomous subsidiary. Reporting to the Managing Director you will be responsible for controlling all financial aspects of the division using fully computerised systems as well as developing two embryonic holding companies. The role offers defined career progression, a friendly small company atmosphere coupled with large company benefits. You must be able to work under pressure and be motivated by the challenge and learning opportunity offered. An attractive salary reflects the importance of this position and future prospects for management progression are excellent.

Kevin Lloyd-Roe
Executive Consultant
Blue Arrow Executive Resources
65 Bridge Street
CAMBRIDGE CB2 1UR
Tel: (0223) 358820

EXECUTIVE RESOURCES

Career Crisis....?

You may be in the wrong job, have unfulfilled ambitions or have been made redundant. Our individually tailored, guaranteed programme for senior executives will ensure that you attain your career objectives quickly. To arrange a free, confidential discussion telephone 01-531-1110

Executive Action
37 Queen Anne Street, London W1M 9FR

CHESTERTONS OVERSEAS

Our continued growth and expansion has resulted in a vacancy for a negotiator in the Spanish department.

We require an exceptional person, with the level of maturity necessary for dealing with overseas property buyers both face-to-face and over the telephone.

Experience of selling property or a knowledge of the Costa del Sol preferred but, above all, natural aptitude, personality, enthusiasm and a real desire to work hard and succeed are what we're seeking.

Salary and commission package flexible.
Please write enclosing curriculum vitae to:
Karen Lynch
Chestertons Overseas
110 Kensington High Street
London W8 7RW

A subsidiary of Prudential Property Services Ltd.

PURCHASING MANAGER ELECTRONICS MANUFACTURER

£12,000 NORTH WALES

This well established electronics manufacturer in North Wales is seeking an experienced Purchasing Manager. Ideally the candidate will have at least 2 years experience of office equipment with a proven track record in general industrial purchasing practice. Preference will be given to candidates with a proven track record in a graduate role up to 30.

For further information contact: Mark Henning on 01 236 8152 JAC Recruitment

FOR DUBAI: Manager: Cleaning and Janitorial Services Division

A Dubai based Maintenance Company wishes to recruit a Manager (Male or Female) for its "Cleaning and Janitorial Services Division".

The applicant should have 7 - 10 years experience in supervision of cleaning public utilities, hospitals, schools etc. and Industrial Cleaning and Maintenance as well as planning and supervising the daily routine work. Experience in Government/Commercial Tendering is essential. Applicant must have a driving licence.

Reply in confidence to:
(S-VAR-2)
Afrit, Ahmed & Associates,
73 Brook Street,
London, W1Y 1YE.

VAN CLEEF & ARPELS (World Famous Jewellers) SALES PERSONS

Senior and Junior Sales Persons required for their Bond Street Showrooms. Bilingual (French). Persons with jewellery business background preferred.

Excellent salaries and extras for suitable candidates.
Please apply in writing with C.V. to:
Van Cleef & Arpels,
153 New Bond Street,
London W1.

Administration Controller

£12K + car + management growth

An ambitious young graduate with Accounting Centre experience looking for career growth couldn't find a better opening. Because this role should lead into wider area management in a £30m+ company that's doubled its regional branches in 18 months.

Based in Croydon, though with an initial 6 month period spent in W. London, you'll have responsibility for an Area's administration and will involve you in supervising accounts staff, controlling the accounting and credit control, preparing regular management & business reports as well as assessing ways of improving Branch & Area efficiency.

The person we're seeking, though not necessarily qualified, should have an understanding of accounting principles including the preparation of P & L accounts, considerable supervisory experience and, importantly, the potential to grow. Likely age is around 25-30.

Coupled to the excellent training and prospects into area management, the benefits package includes competitive salary, car and pension/life assurance scheme.

Ambitious candidates should in the first instance write only with career details to:
Paul Rigden, Bensons Recruitment, 67a Bell Street, Reigate, Surrey, RH2 7AL.

Recruitment Advertising & Selection

DO YOU KNOW THE DIFFERENCE BETWEEN SALES AND MARKETING?

Are you a 5-star ultra professional? Are you self-motivated, experienced in International Hotel Marketing and desperate to develop your career potential? London's newest, most prestigious multi-million operation needs individuals with style and originality to match their own.

TO 14K.

Susan Beck RECRUITMENT 01-584 6242

POST VACANCIES AT HEADQUARTERS ALLIED FORCES SOUTHERN EUROPE (NATO)

POSITION "A" ASSISTANT TELECOMMUNICATIONS ENGINEER (CONTROL) NATO GRADE A2. ESSENTIAL QUALIFICATIONS: Three years experience in FT or military base lines communications network as mandatory, experience must include theoretical and practical knowledge of at least three out of six of the following techniques:

- microwave line of sight radio equipment
- microwave over-the-horizon radio equipment
- voice telephone channel multiplexing
- low and high speed data multiplexing
- system quality and performance monitoring
- power generation and distribution.

Must have a degree in electronics or telecommunications, in lieu of a degree a total of no less than five years practical experience of above techniques will be required. Basic monthly salary (US \$) 3,165.85 plus such allowances. Tax free.

POSITION "B" SENIOR ELECTRONIC TECHNICIAN (TERMINAL EQUIPMENT) NATO GRADE B5. ESSENTIAL QUALIFICATIONS: Have an up-to-date knowledge of modern circuit design including transistors and integrated logic circuitry. Have practical repair experience of modern analogue and digital equipment and use of test equipment. Fundamental understanding of programming techniques, to interpret technical manuals including wiring and electronic diagrams. Ability and experience in day-to-day administration and supervision of technical staff. Must have a diploma from a recognized technical school offering a full time electronics technology course of approximately two years duration.

Basic monthly salary (US \$) 2,514.280 plus such allowances. Tax free.

LANGUAGES: Very good knowledge of English spoken and written. Italian language highly desirable.

IMPORTANT: Candidates should submit their detailed curriculum in English, citing education, experience and employment history. Applications should be sent to the following address no later than 30 November 1986. For additional information call (044) 721-2222. Civilian Personnel Branch, NATO DIVISION OF DEFENCE APOUTH, 9122 Sagamore, Naples, Italy.

TRAINEE LEGAL RECRUITMENT CONSULTANT

Zarak Hay-at-Law, a successful Legal Recruitment Consultant, wish to take on a young Barrister/Solicitor no longer wishing to practice in the law, to run their own division placing qualified Solicitors in vacancies within the London Area. Excellent financial rewards for self motivated person with entrepreneurial flair.

FOR MORE INFORMATION CALL JOHN VEALE ON 01-588 9887 IN COMPLETE CONFIDENCE.

ZARAK HAY-AT-LAW

MARKETING MANAGER

Based North Midlands - South Manchester Generous 5-Figure Basic Salary + Executive Car & Benefits

Rapidly expanding Manufacturing Subsidiary of multi PLC seeks experienced individual to strengthen their Sales & Marketing effort. Applicants should be in their 30's, have an FMCG Background - Perhaps at Brand/Product Manager Level or equivalent - and to have the ability to initiate and implement short- and long-term marketing strategies. This is a senior post within the Company and as such offers considerable scope for career development.

TECHNICAL SALES EXECUTIVE

Negotiable Salary £12,500+ Exceptional Commission Scheme Choice of Quality Car & Full Benefits

This is a rare opportunity to join a highly progressive and achievement orientated industrial products manufacturer where real management prospects will occur within the short-term. Applicants must be aged 27-33, of Graduate calibre, have a stable employment record and be able to demonstrate success within an industrial selling environment. Superior negotiation skills and vast ambition are prerequisites. Immediate opportunities exist for people based in (a) Leeds and surrounding areas, and (b) East Midlands, but applications are also invited from other parts of the country.

In the first instance, please telephone Eugene Tansley on 061 834 2232 (24 Hours) or send your CV to him at the address below as soon as possible.

AEA SALES & MARKETING
4th Floor, 6 St Ann's Square, MANCHESTER, TEL 7601 051-834-3232

RETAIL & MARKETING MANAGER/ESS.

ROYAL ACADEMY OF ARTS

An experienced and imaginative person is sought to run the retail, mail order and future expansion of these areas within R.A. Enterprises. The successful candidate will have a sound retail, business and accounting knowledge. Salary £10,000 - £12,000. Pension and bonus schemes.

Please send a C.V. and hand written covering letter to the Personnel Officer, Royal Academy of Arts, Piccadilly, London W1V 0DS.

Closing date 13 November.

MARKETING MANAGER

Based North Midlands - South Manchester Generous 5-Figure Basic Salary + Executive Car & Benefits

Rapidly expanding Manufacturing Subsidiary of multi PLC seeks experienced individual to strengthen their Sales & Marketing effort. Applicants should be in their 30's, have an FMCG Background - Perhaps at Brand/Product Manager Level or equivalent - and to have the ability to initiate and implement short- and long-term marketing strategies. This is a senior post within the Company and as such offers considerable scope for career development.

TECHNICAL SALES EXECUTIVE

Negotiable Salary £12,500+ Exceptional Commission Scheme Choice of Quality Car & Full Benefits

This is a rare opportunity to join a highly progressive and achievement orientated industrial products manufacturer where real management prospects will occur within the short-term. Applicants must be aged 27-33, of Graduate calibre, have a stable employment record and be able to demonstrate success within an industrial selling environment. Superior negotiation skills and vast ambition are prerequisites. Immediate opportunities exist for people based in (a) Leeds and surrounding areas, and (b) East Midlands, but applications are also invited from other parts of the country.

In the first instance, please telephone Eugene Tansley on 061 834 2232 (24 Hours) or send your CV to him at the address below as soon as possible.

AEA SALES & MARKETING
4th Floor, 6 St Ann's Square, MANCHESTER, TEL 7601 051-834-3232

SALES & MARKETING

A SAGEETY Group Manager needs a motivated, energetic, self-starter to join our Sales & Marketing team. The successful candidate will be responsible for the sales and marketing of our products in the North West region. The role involves a high level of responsibility and a commitment to achieving sales targets. The successful candidate will have a proven track record in sales and marketing, preferably in the pharmaceutical or medical equipment industry. The role offers a competitive salary and excellent career prospects. For further information, please contact: [Name], [Address], [Phone Number].

TS

PINK RACECOURSE
MANAGER/SECRETARY
OF THE COURSE

These positions are available for a person who can manage the day to day running of the course and also act as a liaison with the racing authorities. The successful candidate will be responsible for the overall management of the course and will be required to have a minimum of 5 years experience in a similar position. The salary is £12,000 per annum plus benefits. For further information, please contact: [Name], [Address], [Phone Number].

THE PLASTICS AND RUBBER INSTITUTE

Qualifying professional in the plastics and rubber industry and has an membership of the Institute. Applications for either sex for this position should be sent to: [Name], [Address], [Phone Number].

PERSONNEL OFFICER

Personnel Officer for a large multi-national company. The successful candidate will be responsible for the recruitment, selection and development of staff. The role involves a high level of responsibility and a commitment to achieving the company's objectives. The successful candidate will have a proven track record in personnel management, preferably in a multi-national environment. The role offers a competitive salary and excellent career prospects. For further information, please contact: [Name], [Address], [Phone Number].

MANAGER STEPHENS & WATKINS

Manager for Stephens & Watkins, a leading international accountancy firm. The successful candidate will be responsible for the overall management of the firm's operations in the region. The role involves a high level of responsibility and a commitment to achieving the firm's objectives. The successful candidate will have a proven track record in management, preferably in a multi-national environment. The role offers a competitive salary and excellent career prospects. For further information, please contact: [Name], [Address], [Phone Number].

CAREER DESIGN

PERSONNEL MANAGER

Personnel Manager for a large multi-national company. The successful candidate will be responsible for the recruitment, selection and development of staff. The role involves a high level of responsibility and a commitment to achieving the company's objectives. The successful candidate will have a proven track record in personnel management, preferably in a multi-national environment. The role offers a competitive salary and excellent career prospects. For further information, please contact: [Name], [Address], [Phone Number].

BANKING & ACCOUNTANCY

Research & Development Analysts WE'RE BANKING ON YOU!

London c.£15,000

The Abbey National are leading the industry in the effective use of the latest systems and equipment in banking and money transmission. And, we're banking on self-motivated, innovative analysts to maintain and build upon this success.

Joining our newly-formed Banking Research and Development Department, you will assist in the development of new strategies, systems and technologies for money transmission. This will include providing computer systems advice and software development. You will also be involved in the co-ordination of major projects affecting all operational areas of Banking Services.



Your knowledge of clearing and/or money transmission systems should be accompanied by a professional qualification in banking/finance or computer studies. Systems development experience is essential, preferably in relation to COBOL, NCR '11' systems, Reader-Sorters and Sperry. You must have good interpersonal skills coupled with an analytical approach and the ability to manage and motivate staff. Knowledge of statistical research and analysis would also be advantageous.

The salary, negotiable dependent on experience, is accompanied by the benefits to be expected of a large financial institution, including relocation assistance where appropriate.

Please telephone or write for an application package, to Bill Whitehead, Personnel Manager, Abbey National Building Society, Baker Street, London NW1 6XL. Tel: 01-486 5555 ext 4551.

Staying cool in the fast lane

Although it is relatively easy to enter the road transport business, to make a company viable requires ingenuity and expertise. Roger Jones considers the challenge that confronts the transport manager



Keeping vehicle standards high is one responsibility of transport managers

"Diplomacy can be a challenging job, but no more so than any other. In fact, I would say that managing a transport office is a much more exacting task."

This sentiment expressed years ago by a senior diplomat in a beleaguered Asian capital came back to me recently as I was sitting in the office of a road haulage contractor. While there were very few trucks in evidence, the place was a bewildering hub of activity.

A driver phoned in to report a vehicle breakdown at Matlock. A customer enquired whether a load could be collected for Italy in three hours time. A Department of Transport official arrived to check the firm's Tachograph cards, between interruptions the beleaguered traffic officer still had to find return loads for vehicles about to arrive at Fort William, Falmouth and Felixstowe.

No doubt, similar scenes were being enacted at the offices of a good many of the other 124,000 licensed truck operators up and down the country. If this seems a lot of firms, one has to remember that 70 per cent of them are very small operations owning just one or two vehicles.

It is, after all, relatively easy to gain entry to the road transport industry. All you need is a second-hand truck and an operator's licence, you're in business. However, to make that business viable and successful requires ingenuity and expertise. And this is where the professional transport manager comes in.

It is convenient to divide the industry into two categories. Firstly, there are the own account operators, whose interests are looked after by the Freight Transport Association. These are organisations such as supermarkets and breweries that maintain their own fleet of vehicles to distribute their goods.

The other type of operator is the professional haulier who carries other companies' goods for a fee, and he is represented by the Road Haulage Association. Such firms can carry anything from tin-whistles to timber, and their profit is derived solely from the carriage of other people's goods.

Some may specialise - in the carriage of parcels, bulk haulage or general haulage, for example, and although the road transport lobby in this country is reckoned to be influential, this does not mean that ownership of a truck or a fleet of trucks is a licence to print money. Far from it. Government legislation, high fuel prices, depressed rates and strong competition mean that hard work alone is no guarantee of success. You have to be efficient, as well.

Greater efficiency can only be achieved through better planning and co-ordination, and in this regard it is noticeable that while the number of operators currently hovers about the 90 per cent level, the proportion of managerial and clerical staff has increased considerably during the last two decades.

A transport officer in an own account operation is concerned primarily with the efficient distribution of goods. He has to optimise the routing of his vehicles in order to save time and particularly fuel. (An articulated vehicle runs at six or seven miles to the gallon.) In some cases he (or she) might well decide it would be cheaper to call in an outside contractor.

Apart from vehicle scheduling transport management can also entail responsibility for vehicle maintenance and warehousing. And while large firms are starting to use computers to take the donkey work out of the day to day routine, in the final analysis it is the transport manager's judgement that counts.

For the road haulage contractor there is the added necessity of making a profit. Because margins are tiny, loads have to be costed very precisely and every effort made to obtain an adequate rate. Once a journey has been arranged, the haulier has to find a customer close to a vehicle's destination in order to arrange a return load.

"If I see an unladen trailer coming into this yard, it breaks my heart." The managing director of the small, but successful road haulage firm I was talking to, had good reason to express concern. In the competitive business of road haulage running your vehicles empty for long stretches is the sure road to ruin.

What sort of qualities does a transport manager need? Man-management abilities are certainly of great importance, since the job entails motivating and

controlling a dispersed workforce of independent outposts.

It helps also to be methodical and cool-headed. The situation can change from hour to hour, and success depends on one's capacity to juggle with delivery times, part loads, customer preferences and a hundred other considerations.

In a haulage company commercial acumen is of paramount importance. A manager has to be able to cost loads at the drop of a hat and decide on the spot whether to accept a rate or hold out for more. It is unusual to get much advance notice of customers' requirements and last minute changes of plan tend to be the rule rather than the exception. Persistence is another quality much to be desired.

It is surprising the number of firms which operate on the Continent as well; such trips have to be prepared with the thoroughness of a military campaign. There are permits to be applied for, visas to be obtained and all manner of international documentation to be com-

pleted. Overlook one detail and your truck may not make its destination.

The way into transport management is through the acquisition of the CPC (Certificate of Professional Competence), for which there is an examination set by the Royal Society of Arts that covers all the legislation relating to truck operation and more besides. The RSA recommends 65 direct teaching hours to prepare for the national road operations certificate, with a further 30 hours to gain competence in international operations.

Courses are available up and down the country at colleges and other training establishments. More advanced courses are available at such centres as the Ashbridge Centre for Transport Management, the North London Polytechnic and the East Warwickshire College of Further Education - to name but a few. The Road Transport Industry Training Board (Capitol House, Empire Way, Wembley) can provide full details.

Transport professionals as a whole seem to enjoy their work. "Once you've been in transport, you get bitten by the bug and can't give it up," an addict confessed to me. From what I can see there is rarely a dull moment in this line of business.

International Commercial Management

London W1

c£17,000 + Car

The world leader in its specialist market, our client has a turnover of £120m. The commercial department at the head office establishes and drives international strategy and pricing policies.

As part of this team and reporting to the Commercial Director you will determine international pricing in the company's global markets. This will include contract bids and tenders as well as regular price lists.

Ideally aged 27-32 you should be a graduate with a good understanding of accounting and preferably

be familiar with a multi-national group in a role that has embraced more than one discipline.

Proven prospects of this position are outstanding - the group sees this role as offering an excellent introduction to its operations as there is regular exposure to senior management who will judge your success on your creativity and imagination.

Please write with full career details and daytime telephone number to John P Sleigh, FCCA, quoting reference J517/CT.

Lloyd Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

MANAGER-COMMERCIAL LENDING

Milton Keynes c.£18,000

As the mortgage marketplace becomes increasingly competitive, the Abbey National is expanding its activities and expertise in the area of commercial loans. In the newly-created position of Manager of this area, you will play a major role in its expansion.

You will be the Society's expert on all commercial lending and will research and review the existing policy in order to maintain our competitive edge in this rapidly-changing sector. Leading a small team of specialists, you will be responsible for assessing the viability and profitability of proposed projects, supervising the credit collection service and maintaining the mortgage asset.

You must have around 5 years' comprehensive experience of mortgage policy, together with a

general awareness of the market for commercial loans. A working knowledge of litigation, conveyancing and current housing legislation is also essential. You should preferably have an accountancy qualification and ACBSI, coupled with excellent communication skills and the ability to lead and motivate staff.

The salary will be accompanied by the benefits to be expected of a large financial institution, together with:
* excellent pension scheme
* subsidised BUPA * on-site gymnasium * subsidised restaurant facilities * relocation package where appropriate.

Please write or telephone for an application package, to Barbara Miles, Personnel Department, Abbey National Building Society, Abbey House, 201 Grafton Gate East, Milton Keynes MK9 1AN. Telephone: Milton Keynes (0908) 691122 ext 3173. The closing date for applications, which are invited from all sections of the community, is 7 November 1986.



NEWLY OR PARTLY QUALIFIED ACCOUNTANT

Manulife is one of the world's largest insurance companies with assets in excess of £9,000 million. A new opening has been created for a newly or partly qualified accountant who is looking for a positive career opportunity in the financial world.

ACCOUNTS MANAGER

Reporting directly to the Manager Investment Accounting, you will be responsible for a small team of accounts personnel, providing financial information on assets in excess of £850 million. Experience of audit in the finance sector would be

desirable but is not essential. You should be technically competent, enthusiastic and be able to work on your own initiative. In addition to a competitive salary, the remuneration package will include a variety of company benefits.

Applicants should write with full career details to Susan P Ibbett, Manulife International Investment Office, Broad Street House, 55 Old Broad Street, London EC2M 3TL.



Gabriel Duffy Consultancy

ASSISTANT TAX MANAGER

Pearson plc, the UK holding company of an extremely successful International group which includes such companies as the Financial Times, Penguin, Royal Doulton and Lazard, is seeking to enhance its in-house expertise through the appointment of an Assistant Tax Manager to its small, professional head office team in London.

The Assistant Tax Manager will share responsibility for the tax affairs of the head office companies and the organisation of group tax matters in the most tax-efficient fashion. Tax planning will be an important part of the job.

Candidates should be qualified accountants or Inspectors of Taxes with around two years corporate tax experience and be of sufficient calibre to work largely without supervision. Career progression can lead to another financial appointment at the head office or elsewhere within the group.

For further information please contact Annie Maxey or Fran Friedman, consultants to the organisation for this assignment on (01) 831 2288. Evenings & weekends (01) 881 4767 or (01) 360 7902 respectively, or write in strictest confidence to:

Gabriel Duffy Consultancy, Financial Selection and Search, 31 Southampton Row, London WC1B 5HH.

SENIOR ACCOUNTANTS RECENTLY QUALIFIED

LONDON/Relocating to STEVENAGE

c£18,000 + Mortgage + Benefits + Relocation assistance

Confederation Life is an international company with a dynamic growth record and is currently developing new business lines in financial services.

We are looking to recruit for three openings to perform a variety of functions including taxation, company statements, computer systems development, cash management, secretarial and internal control. Each position leads a team to assist them in the performance of these tasks.

The Company is seeking those who are willing to take on challenging responsibilities and are able to work in a rapidly developing environment. We are willing to train the right people on all relevant aspects of financial services.

For further details and an application form, contact: **Caroline Bradfield on 01-438 4804** or alternatively send your CV, to her at Confederation Life Insurance, 50 Chancery Lane, London WC2A 1HE.

Confederation Life
INSURANCE COMPANY

CHIEF ACCOUNTANT

We are a growing publishing company and wish to recruit a chief accountant experienced in the preparation of monthly financial and management accounts from a computerised accounting systems. The successful candidate would be between 25 and 35. Salary depends on age and experience. Please send CVs to Annie Clowes, Personnel Manager, Centaur Communications, 50 Poland Street, London W.1.

PERSONAL FINANCIAL PLANNING

A leading UK institution with a unique investment idea wishes to appoint three people between 30 and 45 for its marketing operations. Possible earnings in excess of £30,000 (commission) per annum.

Tel: Ian Kirkwood
Sun Life Unit Services
on 01-242 2222

A CHALLENGE TO £20,000

International bank needs sales people with 2 years' credit effects experience in either UK or French consumer sale. Valid product knowledge essential. Contact: Nicola, Personnel Dept, 236 1686.

ALL BOX NUMBERS REPLIED

SHOULD BE ADDRESSED TO: Book No. 1000 Times, 1000 Times, P.O. Box 1000, Victoria Street, London W1 9DD

John Miles 150

LA CRÈME DE LA CRÈME



We talk and you listen, no. You talk and we listen, yes.

Ask **ALFRED MARKS**

Personnel Secretaries

Central London (Strand) up to £9700

- * Excellence is a quality which is sought in prospective Chartered Accountants
- * Excellence is a quality which is expected of our Personnel Managers
- * Excellence is a quality which is required of our Secretaries

Arthur Andersen & Co. Chartered Accountants is an International Firm of accountants employing some 1,500 people in our London office. We are deeply committed to the provision of an exceptional client service which is achieved through the quality of our staff. As a result of internal promotions we are currently seeking a number of experienced secretaries to assist our personnel managers. If you are a secretary with either an interest in developing your career in personnel or with proven personnel experience, these may be the opportunities you seek. We can offer:

- * Training in the latest office automation technology
- * The opportunity to work as part of a young and dynamic team
- * A challenging career

Successful candidates will be aged 25+ and educated to 'O' level standard with proven audio typing skills of not less than 60 wpm. A professional appearance and manner and the ability to remain cheerful and calm under pressure also go hand in hand with our requirements.

Take the challenge and send a detailed c.v. (including a daytime telephone number) to:

Mrs Maggie Hennessy,
Recruiting Officer,
Arthur Andersen & Co.,
1 Surrey Street,
London WC2R 2PS



CHARTERED ACCOUNTANTS

Secretaries

Central London (Strand) up to £9700

- Are you looking for:
- A challenge?
 - A progressive career?
 - &
 - Commitment to excellence?
 - Opportunities to train in the latest technology?

Also look no further

Arthur Andersen & Co. Management Consultants is one of the country's leading firms of consultants with a first class reputation for its quality of service and people. Growth over the past decade has been rapid and continuing expansion means that we can now offer first class secretaries the opportunity to join our young and dynamic team. You should be educated to 'O' level standard, with good audio typing skills (60 wpm) and have a minimum of 18 months' experience, preferably gained within a professional or technical environment.

Take the initiative and send a detailed c.v. (including a daytime telephone number) to:

Mrs Maggie Hennessy,
Recruiting Officer,
Arthur Andersen & Co.,
1 Surrey Street,
London WC2R 2PS



MANAGEMENT CONSULTANTS

SECRETARY

TO GENERAL MANAGER PERSONNEL AND TRAINING.

Based in prestigious offices in Milton Keynes, this senior appointment provides a full secretarial service in a very busy environment. Responsibilities include shorthand, typing, arranging meetings, making travel arrangements, controlling and prioritising a large flow of paperwork ensuring that the office runs smoothly and efficiently at all times.

Candidates will need shorthand and typing skills of 100/70 wpm. Experience of 'Word Perfect' or other word processing package would be a distinct advantage, as would a working knowledge of the German language.

We are looking for someone with the drive and enthusiasm to become committed to the job and the company and in return we are offering a competitive salary together with 21 days' holiday, rising with service, free life assurance, contributory pension scheme and advantageous car purchase scheme.

For an application form, please telephone Mrs J Paine, Personnel Department, on Milton Keynes (0908) 668899 ext 2492.

Conference Services Manager

c £9,000 plus benefits

MCB University Press Limited, arguably one of the largest international publishers of specialist management journals and the International Management Centre from Buckingham, a multinational independent business school, seek to appoint a Conference Services Manager.

The person appointed will be responsible for professionalising, organising and implementing conference and workshop activities within the UK.

The successful candidate will have a strong background in conference activity, perhaps in the publishing or educational field.

The post will be located in Bradford and includes extensive LK travel. In addition to an attractive salary, we offer the normal benefits and opportunities of a successful and expanding organisation.

For further details please contact:

Mrs Kay Patricson, Associate Director,
Personnel Services, MCB University Press Ltd,
62 Toller Lane, Bradford
West Yorkshire BD8 9BY
Telephone: 0274 499821 Ref: A03100100



Bilingual Secretary

c. £10,000

English/Italian

To join Chief Executive's office at West End headquarters of a major international group. Duties will include secretarial and administrative tasks in conjunction with the Chief Executive's Secretary, liaison at a senior level and assistance to visiting overseas directors. At least two years' secretarial experience, complete fluency in English and Italian and impeccable skills are essential. Previous experience in an international environment would be an advantage.

Fringe benefits include season ticket loan, bonus scheme and lunch allowance.

Please apply with full c.v. These will be forwarded direct to our client. Please list separately any companies to whom your application should not be forwarded. Caroline Catiffe, ref. CCA/15.

MSL Advertising, 52 Grosvenor Gardens, London SW1W 0AN.

Offices in Europe, the Americas, Australia and Asia Pacific.



MARKETING

£8,000 p.a.

Your smart appearance and good telephone manner are much in demand in the marketing department of this busy catering service company in West London. You'll need good shorthand and typing skills of course, plus plenty of organising ability. You will be fully relied upon to make many varied arrangements for the company and receive visitors. Benefits include 4 weeks hols and subsidised canteen.

Please contact Emma Phillips
Alfred Marks Recruitment Consultants,
6 King Street, Hammersmith, London W6
Tel: 01-748 9006



SECRETARY/ADMINISTRATIVE ASSISTANT

For leading Japanese textile and cosmetic company in W1. General secretarial duties and bookkeeping. Good English essential. Interest in fashion field would be an advantage. Salary negotiable plus fares, plus Christmas bonus.

Tel Jacqui Smith
01-629 5336
No agencies

SALES OFFICE

up to £9,000 p.a.

This internationally successful atmospheric control company based near the City of London needs your secretarial support. You should be of smart appearance and possess a good telephone manner in addition to good copy typing skills. Word processing experience, ideally on IBM PC with Olivetti, would be an advantage. Benefits include BUPA.

Please contact Joan Forde,
Alfred Marks Recruitment Consultants,
21 Wornwood Street, Bishopsgate, EC2.
Tel: 01-588 6311



SENIOR SECRETARY EC4

£10,500 p.a.

Cross train onto Olivetti WP with this large firm of Chartered Accountants. You will be assisting a partner in the firm with your considerable shorthand and audio experience, as well as excellent telephone manner. Previous experience within an accountants would be an advantage. Benefits include season ticket loan, medical plan, pension scheme, and subsidised canteen.

Please contact Joanne Jamieson,
Alfred Marks Recruitment Consultants,
64 Fleet Street, London EC4
Tel: 01-353 3232



SALES OPPORTUNITY

Would you like to help our Company secure contracts for office internet and building products? Working from our Knightsbridge office, your task will be to assist our Directors in negotiations with top Companies and professional designers. You will be involved with market research, direct mailing, telephone selling, normal secretarial duties (shorthand not essential) and general sales promotion work. You must be well organised, mature in outlook and enjoy working as a member of a small team. The company is a subsidiary of a large public group. Salary negotiable. Preferred age 25-40.

Apply in first instance to:

Marketing Manager,
Inskill Ltd,
8th Floor, Bowater House East,
68 Knightsbridge, London SW1X 7LT.

SENIOR SECRETARY, SW1

to £10,000 pa

Prestige professional Institute in beautiful offices, seek top class person for Head of Education Division. Call Sue Stobart for further details on 01 680 2920.

SUPER SECRETARIES

Continued from page 39

MARKETING and PR Co. near Charing Cross seeks secretary to an account executive. Training given on Wang WP and other systems. You should be willing, flexible and enjoy responsibility. Prepare reports, write, edit, proof, copy, for a most well known company. For a most well known company. For a most well known company. For a most well known company.

SECRETARIES for Architects & Designers. Permanent & temporary positions. Excellent benefits. Ref: COM 01 724 0632

GERMAN/ENGLISH College for Receptionist. 100% success rate. Language Staff App. 055 9020

PART TIME VACANCIES

DEVELOPMENT FUND MANAGER

An imaginative person needed to suggest ways of raising further funds, keeping in touch with donors and dealing with the administration of the Fund. Approximately two days' work per week. Salary by negotiation.

Further details and applications: The Director, Royal College of Music, Prince Consort Road, London SW7 2BS.

PART-TIME LEGAL CONVEYANCING SECRETARY

Close to Backbars Station. Audio and word processor experience necessary. To work in small, friendly office, hours and days by arrangement. Salary c£6,000.

Please for details: 01 248 1742 Mrs HR. (No Agencies)

RENTALS

Keith Cardale Growth

CHELSEA, SW3

01-629 6604

CHESTERTONS

STRAIGHTENING SALARY

CHESTERTONS

RESIDENTIAL

SECRETARY W2

SALARY A.A.E.

Bright young secretary required for the Hyde Park office of London's leading Estate Agents. WP experience preferable but not essential as training will be given. Good accurate typing is a must. You would be part of a young energetic team in a good working environment.

INTERESTED?

Apply now with full CV to:
M. Deves, Chestertons Residential,
40 Connaught Street,
London W2
01-262 5660
No Agencies!

PERSONAL ASSISTANT

£9,000 p.a.

This highly interesting position offers many rewards in return for your shorthand and organising skills. Working for a well-established white collar unit based in London's West End, you'll be involved in attending conferences, varied administrative activities, and dealing with telephone enquiries. The benefits package includes season ticket loan, pension scheme and five weeks hols.

Please contact Maureen Gallagher,
Alfred Marks Recruitment Consultants,
230 Edgware Road, London W2
Tel: 01-402 6651



URGENTLY REQUIRED ASSISTANT TO PRIVATE SECRETARY

of the Chairman of an International Company with Headquarters in Holton Garden and many overseas branches.

The successful applicant must have written and spoken French, first class shorthand and the ability to type under pressure. Excellent facilities and working conditions.

Please send CV to: Marie Penner, L.D.C.,
86 Hatton Garden, London EC1H 9BQ.

01-588 6311



SECRETARY/RECEPTIONIST

Small, but busy investment brokerage requires bright, confident, well spoken secretary with top class typing skills (some audio/VO skills) to work in friendly, yet professional office situated near Holborn. College leaver/graduate secretary with some work experience considered.

c.£5,000 p.a.

For full details please contact
Ms Branch on 01 984 9844



NATIONAL THEATRE

has a vacancy for

A SECRETARY IN THE DEVELOPMENT OFFICE

- A secretary is required to assist the Sponsorship Manager and the Development Officer in the next demanding and interesting phase of the work of this Department.
- We need a secretary with a good telephone manner, who likes to meet people, who has excellent shorthand and typing skills and word processor experience.
- The National Theatre is an Equal Opportunities Employer.
- If you wish to be considered for this position please write to us giving brief details about yourself and your present salary, to: Lisa Hughes, The Personnel Department, National Theatre, South Bank, London SE1 9PX.

01-734 0157

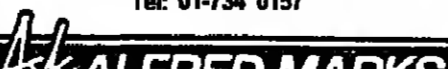


CHARTERED SURVEYORS W1

£8,300 p.a.

Could you provide a full audio secretarial service for this busy partnership of chartered surveyors in London's elegant West End? They are looking for a well-presented, well-spoken person who is experienced and confident about making arrangements and attending to the many varied secretarial duties required by this successful business. Benefits include 4 weeks hols.

Please contact Kate Wood,
Alfred Marks Recruitment Consultants,
151 Regent Street, London W1
Tel: 01-734 0157



VIDEO COMPANY MARKETING SECRETARY

up to £10,000 p.a.

Does your motivation match that of this successful international company producing training videos for blue chip clients? If so, and you have good shorthand, typing and organising skills, and are smart and well-spoken, you could be relied upon to play a key role in assisting a Company Director to run his marketing function. Benefits include 4 weeks hols.

Please contact Carole Stavers,
Alfred Marks Recruitment Consultants,
10 Notting Hill Gate, London W11
Tel: 01-221 6344

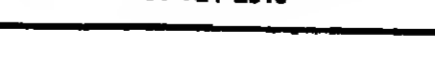


RECEPTIONIST/SECRETARY

upto £9,000

For small advertising agency near Baker Street, to look after switchboard, telex, greet clients and be part of a team. Good typing, shorthand and WP skills. Hours 9-5.30, age 21-35.

Please call Jenny Coleman on
01 724 2818

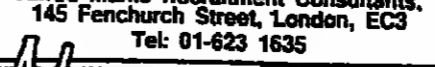


STOCK EXCHANGE RECEPTIONIST/TELEPHONIST

up to £7,000 p.a.

If you're well spoken and handy, then this large Stockbroking company needs you to complement their reception area. Your previous experience in a similar busy position would be appreciated, and cross training will be given. Other duties include some typing, with the emphasis on accuracy rather than speed. Benefits include 4 weeks hols, LV's and paid overtime.

Please contact Anne Bennett,
Alfred Marks Recruitment Consultants,
145 Fenchurch Street, London, EC3
Tel: 01-623 1635



SUPERB CAREER OPPORTUNITY

£8,500 plus

PERSONAL ASSISTANT TO FOUR MANAGERS

Well known prestigious international company, based in NYC. Ideal opportunity for total involvement and top of client contact, excellent working environment. Speaks 50/50 IBM WP (will gladly train). Excellent prospects and company benefits.

Please phone Mr Deacon on 01-403 7522/7524.
Alliance Management Consultants Ltd

ASSISTANT MANAGER

£12,500 max

If you have experience of budget control and dealing with large clients, you can work to deadlines and handle complaints and are aged between 25-35, you are needed in this prestigious City company now.

Excellent career move
Rang Upstairs Personnel Services,
The Arcade, Victoria Station,
SW1E 5AB
01 828 2727

CONSERVATIVE MP

seeks full time private secretary to work in the House of Commons. Graduate preferred.

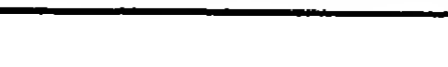
For details telephone
Sarah Corn on
219 5493

THE PLANNERS AT HCM HORNER COLLIS & KIRVAN

NEED A SECRETARY/INFORMATION ASSISTANT.

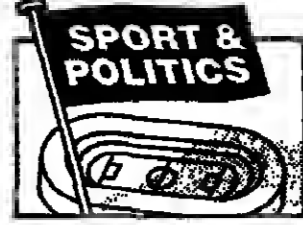
We are a young, creative advertising agency in Covent Garden - where else? We need a secretary/information assistant. You need: 1) a brain; 2) the ability to deal with 16 things at once; 3) magical organising powers; 4) an interest in work and advertising and 5) see secretarial skills.

Please send C.V. to Nikki Webster
HCM/HCK, 22 Endell Street, London WC2H 9AD.



GOVERNMENT HEADS AND LEADERS OF COMMONWEALTH SPORT MERELY SUIT THEMSELVES OVER INTERPRETATIONS

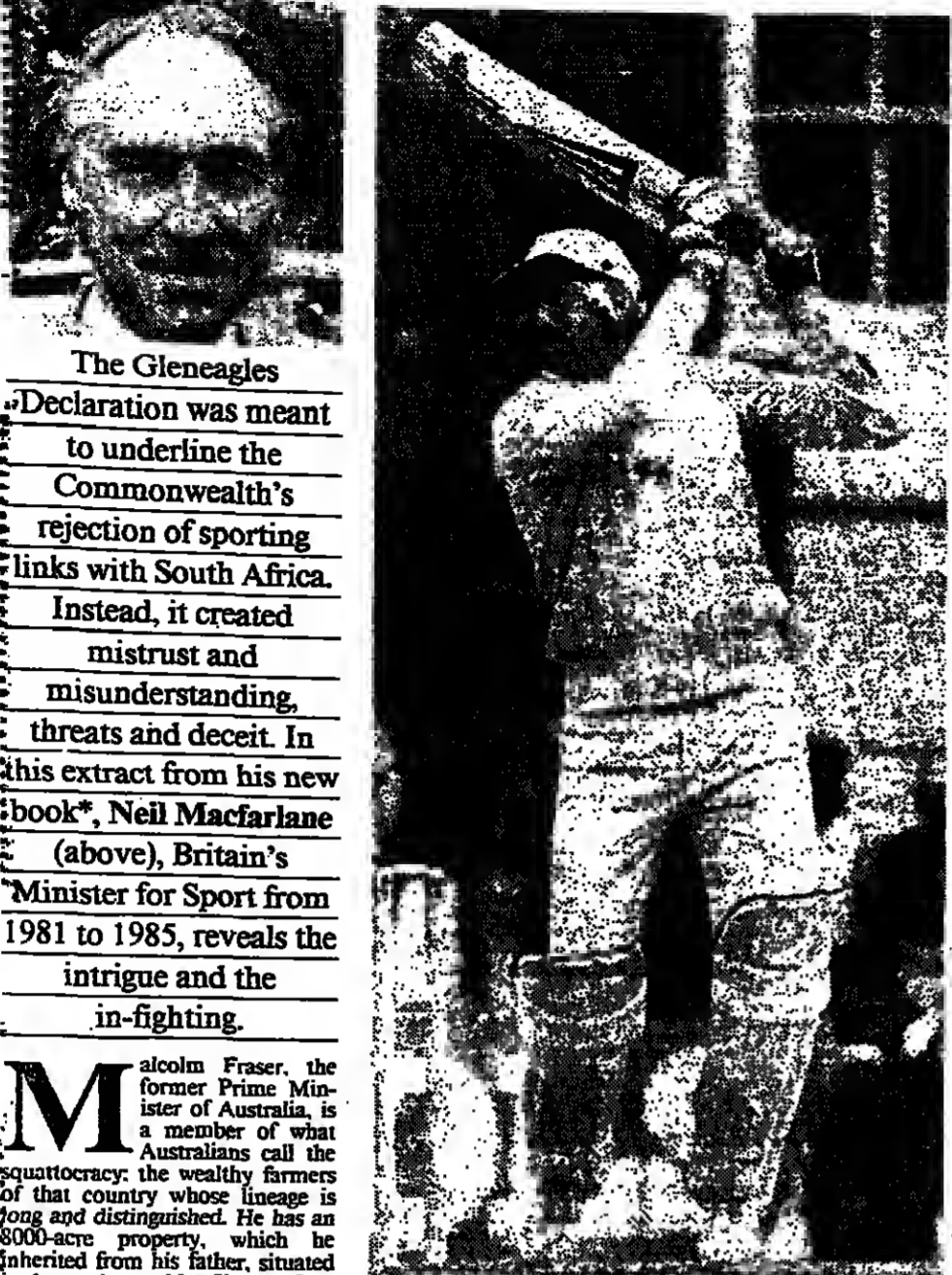
If the cap fits, try wearing it



GOLF Rookie award confirms talent

By Mitchell Platt

Jose Maria Olazabal was yesterday confirmed as Henry Cotton Rookie of the Year...



The Gleneagles Declaration was meant to underline the Commonwealth's rejection of sporting links with South Africa...



Leaders at odds over apartheid: Malcolm Fraser (above), and his New Zealand counterpart, Robert Muldoon (below), held contrasting views over tours to South Africa...

Malcolm Fraser, the former Prime Minister of Australia, is a member of what Australians call the squatterocracy...

much flak you're going to get as a result of those decisions in the long term...

procedure is not due to any lack of personal sympathy for the Code of the Gleneagles Declaration...

nation had made a tour of South Africa. Earlier in 1976, Muldoon, a politician who didn't like to be pushed around by anyone...

This 1977 Commonwealth statement on apartheid in sport was not an agreement. There were no signatories and it is not legally binding...

meeting of the Commonwealth Games Federation was to be held a few days later with Australia and Nigeria pushing hard for the adoption of alterations which represented what the Federation chairman...

In other words, the code went too far for English consumption, not far enough for Nigerian and at the end of the day, just as heads of government interpret the Gleneagles Declaration to suit their nations...

During my four years in office, I tried to be a strong supporter of the importance of the established autonomy of sports organizations...

FINANCIAL TRUSTS advertisement containing various financial and legal notices.

Olazabal, aged 20, who is based in San Sebastian, initially came to prominence when he became the first Spaniard to complete the treble of the British amateur, youths, and boys' championships...

Tour peace

Ponte Vedra, Florida (AP)—Mac O'Grady, the American professional golfer, has withdrawn his \$12-million (about £8,500,000) law suit against the PGA Tour and Deane Beman...

EQUESTRIANISM

Americans clinch first title

Landover, Maryland (Reuter)—Katie Monahan produced two faultless rides on Beaming to win the American team—the first all-women American squad in the Washington international horse show on Tuesday...

Queen's Bench Division

Law Report October 30 1986

Court of Appeal

Civil standard of proof in contempt proceedings

Scheme to avoid gains tax fails

West Oxfordshire District Council v Beratec Ltd. Before Mr Justice Hutchison (Judgment October 20). The correct standard of proof to be applied in proceedings in relation to the breach of an undertaking given to the court was the civil standard, namely, proof on the balance of probabilities...

constituted a breach and necessarily amounted to a contempt. He contended further that if the court found the breach casual or accidental and unintentional that should be reflected in the penalty. His Lordship said that it was plain from the judgment of Lord Russell of Killowen, Lord Chief Justice, in Fairclough and Sons v Manchester Ship Canal Co 2 (1897) 41 Sol J 225, that where the breach was casual or accidental and unintentional there was a contempt of court, but that those were grounds for mitigating the penalty...

Magnavox Electronics Co Ltd (in liquidation) v Hall (Inspector of Taxes). A scheme designed to avoid liability to tax on chargeable gains accruing to a company on the sale of its factory premises did not achieve its purpose. It failed to ensure that the disposal took place under a contract made during an earlier accounting period in which trading losses were available for set-off...

LORD JUSTICE DILLON said that the company claimed that it was entitled under the provisions of paragraph 10(1) of Schedule 10 to the Finance Act 1971 to set off its pre-liquidation trading losses against the gain from the sale of its Barking factory in a subsequent accounting period. Mr Justice Nicholls had been correct in holding that the scheme entered into by the company after the initial purchase of the factory did not succeed in establishing that the original contract as varied was the contract under which the premises were eventually disposed of...

FINANCIAL TRUSTS advertisement containing various financial and legal notices.

Law Society results. The results of the Law Society Summer final examination will be published tomorrow.

RACING: WINTER'S DUAL MACKESON SCORER LOOKS SET FOR A SUCCESSFUL REAPPEARANCE IN WINCANTON FEATURE

Half Free can take winning step towards Cheltenham

By Mandarin (Michael Phillips)

Half Free has won two races over two miles and five furlongs at Wincanton during his debut and honourable career...

Wincanton but not in the same league. Ulan Bator, a stable companion of my nap, can initiate a double for Winter...

Now my information is that Half Free is as fit and as well as he has ever been at this stage of the season...

His first run for his new stable behind Morning Breaks at Worcester recently was very heating.

The presence of Kathies Lad in the field should ensure a reasonable betting market, especially as he has already had a race over hurdles to help clear away any cobwebs...

My other principal fancy on the Somerset track is Kingsway Kitchens to record his second victory on the course...

Last season Kathies Lad won at Liverpool in the autumn and at Liverpool in the spring...

With Jimmy Fitzgerald's horses in sparkling form no one should be surprised if Rising Forest wins the Newark Storage Novices' Chase at Southwell.

A pretty decent novice over hurdles a couple of seasons back, my selection was evoe deemed good enough to contest the Waterford Crystal Stayers Hurdle at Cheltenham last March...

Supreme Charter, another to have run during the festival meeting, can also make a good start to the new term by winning the EBF Novices' Hurdle (qualifier), while Back Up appeals as the likely winner of the Lowtham Handicap Hurdle following that eye-catching run behind Doughty Rebel at Sedgfield eight days ago.

Dickinson's fine start

Monica Dickinson has sent out two winners this season and both have won by a wide margin...

Mrs Dickinson said that she would have three runners at her local Wincanton track at the weekend...

French raid

Gesdech has a fine chance in today's Prix de Flore at Saint-Claud as can take British trainers a step nearer the £4m mark for overseas earnings in 1986.

Record price

Final TRY, a winner for John Dunlop's stable this year, established a new record price for a jumper at the Newmarket Autumn Sales when making 100,000 guineas to the bid of agent David Minton.

Hennessy Gold Cup weights

Hennessy's Golden Cup Handicap (2m, 20 runners) is the most important race in the Newmarket Autumn Sales...

Course specialists

Wincanton has a number of specialist courses, including the 3m 11yds feature, the 2m 5f hurdle, and the 1m 2f novice...

Yesterday's results

Table listing race results from Ascot and Newcastle, including winners, runners, and odds.



Jim Joel's Olympic Prize clear at the last fence at Ascot yesterday

Far Bridge tribute to Balding's skill

By Christopher Gouling

Toby Balding, the Fyfield trainer who has enjoyed tremendous success in big handicaps on the flat this season with Green Ruby...

Far Bridge has been off the track through leg injury for 17 months. The ten-year-old gelding's rivals in the Ascot Handicap...

The Bald Eagle soaring high

From Michael Seely, Santa Anita, California. Dancing Brave may not have matters all his own way when Knapton Abdallah enters the stall in front of an estimated 75,000 spectators for the Santa Anita Cup Turf at Santa Anita on Saturday...

WINCANTON

- Selections By Mandarin: 1.30 Polar Glen, 2.00 Ulan Bator, 2.30 Numerate, 3.00 Kingswood, 3.30 HALF FREE (nap), 4.00 Sparker Spirit.

Guide to our new in-line racecard

Racecard for Wincanton featuring 12 races with details on runners, odds, and trainers.

2.30 WINCANTON GROUP CHALLENGE CUP HANDICAP CHASE (24,020; 3m 11) (7 runners)

Table of runners for the Wincanton Group Challenge Cup Handicap Chase.

FORM

Form notes for the Wincanton Group Challenge Cup Handicap Chase, including performance history and breeding details for several horses.

3.0 NETHER WALLOP NOVICES HURDLE (Div II: 2828; 2m 6f) (19 runners)

Table of runners for the Nether Wallop Novices Hurdle.

FORM

Form notes for the Nether Wallop Novices Hurdle, detailing the racing careers of various participants.

3.30 TERRY BIDDLECOMBE CHALLENGE TROPHY CHASE (23,713; 2m 5f) (6 runners)

Table of runners for the Terry Biddlecombe Challenge Trophy Chase.

FORM

Form notes for the Terry Biddlecombe Challenge Trophy Chase.

4.0 LADBROKE CONDITIONAL JOCKEYS HANDICAP HURDLE (21,352; 2m) (14 runners)

Table of runners for the Ladbroke Conditional Jockeys Handicap Hurdle.

FORM

Form notes for the Ladbroke Conditional Jockeys Handicap Hurdle.

2.45 EBF NOVICES HURDLE QUALIFIER (21,427; 2m) (15 runners)

Table of runners for the EBF Novices Hurdle Qualifier.

FORM

Form notes for the EBF Novices Hurdle Qualifier.

Course specialists

Table of course specialists for Wincanton, listing trainers and jockeys with their respective win percentages.

SOUTHWELL

- Selections By Mandarin: 1.15 Centre Attraccon, 1.15 Centre Attraccon, 2.45 Supreme Charter, 3.15 Rising Forest, 3.45 Buck Up.

By Michael Seely

- 1.15 CENTRE ATTRACCON, 1.15 CENTRE ATTRACCON, 2.45 SUPREME CHARTER, 3.15 RISING FOREST, 3.45 BUCK UP.

By Michael Seely

- 1.15 CENTRE ATTRACCON, 1.15 CENTRE ATTRACCON, 2.45 SUPREME CHARTER, 3.15 RISING FOREST, 3.45 BUCK UP.

Goings good

Table of 'Goings Good' races at Southwell, listing race details and participants.

3.15 BINGHAM HANDICAP CHASE (22,096; 3m 11yds) (7 runners)

Table of runners for the Bingham Handicap Chase.

FORM

Form notes for the Bingham Handicap Chase.

3.45 LOWHAM HANDICAP HURDLE (21,806; 2m 4f) (18 runners)

Table of runners for the Lowham Handicap Hurdle.

FORM

Form notes for the Lowham Handicap Hurdle.

2.15 NEWARK STORAGE NOVICES CHASE (21,573; 3m 11yds) (15 runners)

Table of runners for the Newark Storage Novices Chase.

FORM

Form notes for the Newark Storage Novices Chase.

Unending list of achievements

Whittingham has won the Santa Anita Handicap and the Hollywood Park Gold Cup on seven occasions apiece and is the only trainer to have taken the Budweiser-Arlington Million twice with different horses...

By mid-morning the dust had settled between the rows of green wooden huts and sweeping lawns...

He then became aware of my presence. He did not look at me, as he dragged his attention away from the business in hand...

It was hard to contain that this astute and venerable figure had once claimed to be the head butting champion of the States...

In 1971 Ack Ack was horse of the year, champion sprinter and best older horse in the country...

He took me with a quiet air of pride to look at Ferdinand, the consecutive European champion...

As the trainer new me off the prizewinning horse I was ended on a philosophical note...

Playing the game in a big field

Whittingham plays in a very big field indeed. The total prize money available in the sunning state in 1985 was \$104,872,896 compared with the \$101,500,894 in 1984...

This is a big scene. People with colourful and larger-than-life characters...

He gave \$4.3m for Estrapade, won the 400-acre Brook Farm in 1985...

Course specialists

Table of course specialists for Southwell, listing trainers and jockeys with their respective win percentages.

Course specialists

Table of course specialists for Southwell, listing trainers and jockeys with their respective win percentages.

but kill... The Bald Eagle soaring high... From Michael Seely, Santa Ana, California

England's trip off the tourist map barely worth the air sickness

From a Special Correspondent, Wodgina, South Australia
England's 50-overs match here proved to be scarcely worth the air sickness several players experienced in the light aircraft in which they travelled to Adelaide...

What a beautiful day for Pakistan

From Richard Streeton, Faisalabad
After Pakistan won the first Test match by 186 runs here yesterday, Vivian Richards, the West Indies captain, admitted he was the worst batsman he had known in West Indian cricket...

Britain clutching at straws

At first there was an overwhelming sense of relief, of having suffered again from one of those nightmares that keep coming back. Yet there were straws to clutch at, even though they were slender...

Second international a near sell-out

With 10,000 seats already sold, the second international between Great Britain and Australia at Elland Road on Saturday week seems likely to be a sell-out with a maximum crowd of 39,000. At this stage in the run-up to the first international at Old Trafford, 15,000 seats had been sold, and the final attendance was 30,000 (Keith Macklin writes).



Wightman Cup newcomers facing a war of nerves

By Rex Bellamy, Tennis Correspondent
For three days, the Anglo-American women's tennis set have something more interesting to worry about than the treadmill of the international circuit and the constant, inextinguishable appetite for rankings data...

Nightmare for Dowdeswell

From Richard Evans, Paris
Colin Dowdeswell, the only British player who bothered to make the quick trip to the Paris Open, where prize money, ATP points and the L'Equipe Parisisienne were in plentiful supply, could be excused for thinking his first-round doubles match was just a bad dream.

Prize duel for the crown Gomez victory is unpopular

Antwerp (Reuters) - Ivan Lendl, who won a diamond-encrusted gold racket for his third victory in the European Community Championships in Antwerp last week, has been named top seed in next week's event. John McEnroe, whom Lendl beat in last year's final, is in the opposite half of the draw, seeded fourth.

Mets' success has limited appeal

New York (AP) - Winning the World Series will win a plaud of banquets and invitations for the players of the New York Mets and a chance for some to appear in commercials. But advertising executives know the emotion attached to the present heroes will soon fade, and they expect only a few, well-established, players to convert their prize money into television exposure...

Czech competitor is cleared of cheating charges

Richard Konkolski, the Czechoslovak defector, competing in his second single-handed round in the world yacht race, was cleared late on Tuesday night of charges that he used the engine aboard his yacht Declaration of Independence to propel her during periods of calm on the first leg of the BOC Challenge from Newport Rhode Island to Cape Town.

Taskforce of the high-tech seas

Adjacent to the twin steering wheels on each Kookaburra 12-metre is a flat, circular worktop. It looks like the latest Milan coffee-table. What it really contains is a powerful MicroVax computer. The "table-top" is a revolving screen that can swivel to face the helmsman. During pre-start, the computer constantly tells the skipper how long it would take him to get to the line. On a long beat into the "Fremantle doctor" window in the screen shows a "wind field plot" of the entire course.

Briars is ready for the world

Gavin Briars, the former national champion, revealed how well prepared he is for next week's World Open Championship in Toulouse when he wore his Australian, Charles Hogg, over five sets in an American Express Premier League match on Tuesday. Briars was playing for Home Ales Nottinghamshire and had taken part in first-rounds for the Wakefield side, Visco Moore.

England miss chance

England travelled to Oldham for their second match against China yesterday knowing that, but for a bit of luck and two narrowly missed match points in a thrilling climax at the National Centre in Portsmouth on Tuesday, they would by now have an excellent chance of winning the three-match series. They have never done that before and only twice ever won matches against China, who this time recorded a 3-2 victory.

CRICKET

TENNIS

YACHTING

England's trip off the tourist map barely worth the air sickness

From a Special Correspondent, Wodgina, South Australia
England's 50-overs match here proved to be scarcely worth the air sickness several players experienced in the light aircraft in which they travelled to Adelaide...

What a beautiful day for Pakistan

From Richard Streeton, Faisalabad
After Pakistan won the first Test match by 186 runs here yesterday, Vivian Richards, the West Indies captain, admitted he was the worst batsman he had known in West Indian cricket...

Britain clutching at straws

At first there was an overwhelming sense of relief, of having suffered again from one of those nightmares that keep coming back. Yet there were straws to clutch at, even though they were slender...

Second international a near sell-out

With 10,000 seats already sold, the second international between Great Britain and Australia at Elland Road on Saturday week seems likely to be a sell-out with a maximum crowd of 39,000. At this stage in the run-up to the first international at Old Trafford, 15,000 seats had been sold, and the final attendance was 30,000 (Keith Macklin writes).



Wightman Cup newcomers facing a war of nerves

By Rex Bellamy, Tennis Correspondent
For three days, the Anglo-American women's tennis set have something more interesting to worry about than the treadmill of the international circuit and the constant, inextinguishable appetite for rankings data...

Nightmare for Dowdeswell

From Richard Evans, Paris
Colin Dowdeswell, the only British player who bothered to make the quick trip to the Paris Open, where prize money, ATP points and the L'Equipe Parisisienne were in plentiful supply, could be excused for thinking his first-round doubles match was just a bad dream.

Prize duel for the crown Gomez victory is unpopular

Antwerp (Reuters) - Ivan Lendl, who won a diamond-encrusted gold racket for his third victory in the European Community Championships in Antwerp last week, has been named top seed in next week's event. John McEnroe, whom Lendl beat in last year's final, is in the opposite half of the draw, seeded fourth.

Mets' success has limited appeal

New York (AP) - Winning the World Series will win a plaud of banquets and invitations for the players of the New York Mets and a chance for some to appear in commercials. But advertising executives know the emotion attached to the present heroes will soon fade, and they expect only a few, well-established, players to convert their prize money into television exposure...

Czech competitor is cleared of cheating charges

Richard Konkolski, the Czechoslovak defector, competing in his second single-handed round in the world yacht race, was cleared late on Tuesday night of charges that he used the engine aboard his yacht Declaration of Independence to propel her during periods of calm on the first leg of the BOC Challenge from Newport Rhode Island to Cape Town.

Taskforce of the high-tech seas

Adjacent to the twin steering wheels on each Kookaburra 12-metre is a flat, circular worktop. It looks like the latest Milan coffee-table. What it really contains is a powerful MicroVax computer. The "table-top" is a revolving screen that can swivel to face the helmsman. During pre-start, the computer constantly tells the skipper how long it would take him to get to the line. On a long beat into the "Fremantle doctor" window in the screen shows a "wind field plot" of the entire course.

Briars is ready for the world

Gavin Briars, the former national champion, revealed how well prepared he is for next week's World Open Championship in Toulouse when he wore his Australian, Charles Hogg, over five sets in an American Express Premier League match on Tuesday. Briars was playing for Home Ales Nottinghamshire and had taken part in first-rounds for the Wakefield side, Visco Moore.

England miss chance

England travelled to Oldham for their second match against China yesterday knowing that, but for a bit of luck and two narrowly missed match points in a thrilling climax at the National Centre in Portsmouth on Tuesday, they would by now have an excellent chance of winning the three-match series. They have never done that before and only twice ever won matches against China, who this time recorded a 3-2 victory.

Unending list of achievements

Whitcomb has won the Santa Ana Handicap at the Hollywood Park Jockey Club... Whitcomb has won the Santa Ana Handicap at the Hollywood Park Jockey Club...

Lowest totals by country in Test cricket

Table with 2 columns: Country, Tests, Runs, Wickets. Includes Australia, England, India, Pakistan, West Indies, New Zealand.

Playing the game in a big field

At the start of the match, the crowd was in a state of excitement... The stadium was filled with spectators...

RUGBY LEAGUE DIARY

Keith Macklin
The bedlam of noise set up by the crowd when Joe Lydon went to yards to score must have been heard by miles. Even in the press box, where journalists are taught to remain objective and detached, veterans of many campaigns with ootobook and pen stood up and thumped the desk in glee.

BASEBALL

Mets' success has limited appeal... New York (AP) - Winning the World Series will win a plaud of banquets and invitations for the players of the New York Mets...

SQUASH RACKETS

Briars is ready for the world... Gavin Briars, the former national champion, revealed how well prepared he is for next week's World Open Championship...

BADMINTON

England miss chance... England travelled to Oldham for their second match against China yesterday knowing that, but for a bit of luck and two narrowly missed match points...

